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newsweekly for pharmacy

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CHEMIST & DRUGGIST

111th year of publication Vol. 193 No. 4707

The newsweekly for pharmacy

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Member Audit Bureau
of CirculationsHow much profit is there to be had from
after-shaves? See page 692



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'Most suppliers of medicines do not enforce rpm'

The majority of suppliers of proprietary medicines do not enforce resale price maintenance, the Restrictive Practices Court was told on Wednesday. The witness who made the statement also asserted that a number of manufacturers of "ethicals" did not avail themselves of rpm.

Mr Henry Smith, an economist, called by the Registrar, and quoting the *C&D* Quarterly Price List as his source of information, stated that in the 1969 edition of the QPL from which he drew his information 507 suppliers of proprietary medicines were listed.

Of those 56 maintained rpm on all lines; 62 enforced it on most lines; 70 on some; and 319 not at all. Of 80 suppliers of "ethicals" listed, nine maintained rpm on all lines; 41 enforced it on most lines, 17 on some lines and 13 on no lines.

It had been said by witnesses supporting rpm that if it was abolished the number of wholesalers and retailers would be reduced and so the service to the public would suffer, said Mr Smith.

Groundless fears

Those and other fears had been expressed in previous cases concerning the abolition of rpm on other products—and none of them had come to pass after rpm had been ended in those instances, he asserted.

Each branch of the distributive trade had its own characteristics and these had to be considered.

He told the court that the distributive trade was at present in the process of increased mechanisation and there was also a tendency to increase pre-packing on the part of the manufacturers.

The changes in concentration of population had also to be considered.

Mr Smith said that in a distributive area requiring a core of highly skilled labour—for instance in the chemist trade—it was more economic for the chemist to sell other goods as well to supplement his income if there was not enough work to occupy the time of the highly-skilled man.

The skilled man could be employed on ordinary selling of a large range of goods when he was not engaged on his skilled job.

Full report page 680.

'Warning labels' call by coroner

Warning labels should be put on bottles of drugs that could be dangerous after taking alcohol, said a coroner recently. He called for legislation.

Recording a verdict of "accidental death" on a woman who had taken barbiturates after drinking alcohol, Mr Peter Jenkins-Jones, the deputy Nottinghamshire coroner, said: "Until that happens I think we shall go on getting stupid and unnecessary tragedies which bring misery into the lives of all people concerned."

A pathologist (Dr John Chisholm) said that the woman had not taken an overdose of tablets but the combination of the barbiturates and the alcohol had caused her to vomit and choke.

Food and drug interactions

Food and drug interactions were the subject of a question in the Commons this week.

Mrs Joyce Butler asked the Secretary of State for Social Services what steps he was taking to protect patients who were not receiving proper warnings of the consequences of eating certain foods while taking particular drugs "because of a dispute between doctors and pharmacists."

Mr Richard Crossman replied: "I am aware of no such dispute. Doctors I am sure recognise their responsibility for giving any necessary warning to patients about diet in relation to drugs they have prescribed and in 1964 the Committee on Safety of Drugs circulated to doctors a leaflet about diet and monoamine oxidase inhibitors.

The Association of the British Pharmaceutical Industry have since arranged for their member firms to issue to doctors on request cards which they could hand to patients



Recent visitors to the Wellcome Chemical Works at Dartford, Kent, included this mallard duck and brood of 12 fledgelings. Security officer John Bales holds up the traffic at the lower works gate as they make their way to the pond beyond the entrance

under treatment with these drugs.

"I understand that to provide a further safeguard the Pharmaceutical Society of Great Britain have been consulting with the BMA on the wording of similar cards for issue when such drugs are dispensed."

Opposition view of NHS structure

We must start with how we are going to work, then deduce what structure is needed to make our work effective. That view of the requirements for NHS reorganisation was put before the final session of the Royal Society of Health congress last week by Mr Maurice Macmillan MP, Opposition spokesman on health matters.

Mr Macmillan said it was a myth that the Government needed day-to-day control of administration. That failed to realise the difference between administration and management. He proposed the following premises on which successful administration should be based:

- ☐ Total simplicity of concept with all decisions taken at the lowest level for efficiency, and maximum delegation.
- ☐ Only vital information to be reported up or down.
- ☐ Total clarity of purpose at every level, with everyone knowing what they can and cannot do.

BoT inspectors make report

The report of inspectors appointed to investigate the affairs of Inter Continental Pharmaceuticals (Bletchley) Ltd was received by the Board of Trade on April 27, it was stated last week.

Asked by Mr Fletcher-Cooke in Parliament on April 29 for assurance that "at long last action will be taken," Mrs Gwyneth Dunwoody (Parliamentary secretary, Board of Trade), said when the report had been studied she would write to the member. "People do not normally call me a slow mover," she added.

The first investigating action by the BOT was on January 13, 1969.

Campaign for a 'drug-free' town is succeeding

"We are trying to get Ipswich a 'drug-free' town, and I think we are succeeding," Mr J. F. H. Price, secretary of Ipswich local pharmaceutical committee, told the *C&D* on May 1.

It has now been revealed that Ipswich is the first town to implement a scheme whereby doctors voluntarily agree to restrict their prescribing of amphetamines to cases of real need.

Chemists are thus able to run down stocks of amphetamines and so, backed with appropriate publicity, remove one of the main incentives to breaking-in. The Chemist Contractors' Committee recently gave its support to a proposal for such a scheme (see *C&D*, April 4).

Describing the Ipswich plan, Mr Price said that the local medical committee had approached the pharmaceutical committee at the beginning of December 1969.

In order to help with the run-down of stocks, manufacturers had agreed to take back unopened packs. The scheme has been publicised in the local Press.

Vice-chairman resigns

Mr D. C. Mair has resigned, for personal reasons, as vice-chairman of the Pharmaceutical Society's Scottish Executive. The Executive learned of Mr Mair's decision at its meeting in Edinburgh on April 15 and unanimously appointed Mr John MacLean to succeed him. The chairman (Mr A. Roxburgh) expressed appreciation of the service Mr Mair had given as vice-chairman and hoped that his talents would still be available to the Executive in the future.

The report of the meeting with the Scottish Home and Health Department on the Report on Pharmacies in Areas of Low Population Density was received. The resident secretary said he had received a letter from the Department who said "We are continuing consideration of the various points made."

It was reported that the Social Work Services Group, St. Andrew's House, had stated that a local authority could co-operate in a collection and delivery service for prescriptions "on the basis of which-

ever department runs a regular transport service and has bases throughout the county." It was agreed that this did not appear to produce any fuller help in operating such schemes.

The resident secretary had supplied the Department with further details of pharmacy closures in Scotland and the number of areas "at risk" because a single pharmacy served a wide area.

The Scottish Secretary of the British Medical Association was reported to have agreed to circularise to Local Medical Committees a statement prepared by the resident secretary asking medical practitioners to give full details as required by law when writing S4 prescriptions.

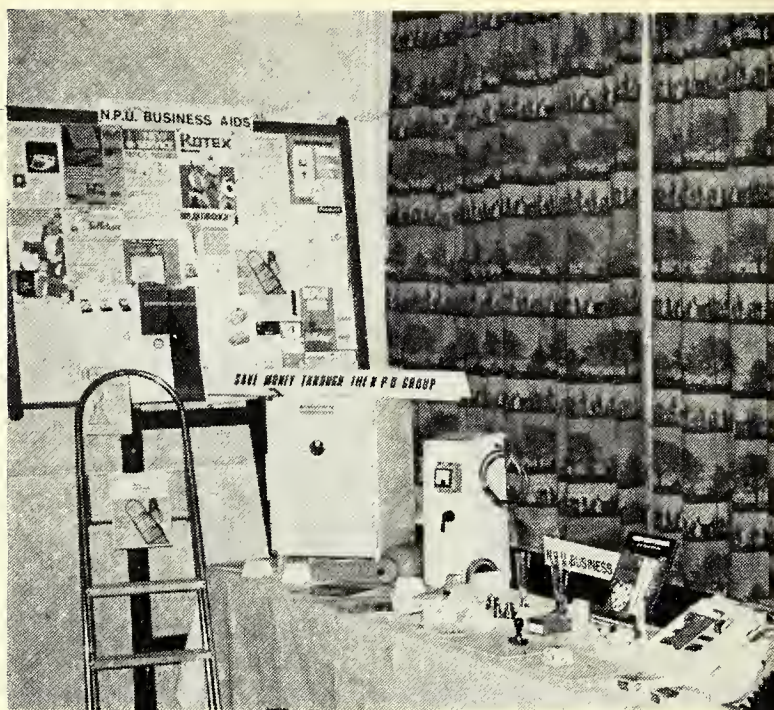
Patent action on a deodorant pack

Bristol-Myers Co, Fifth Avenue, New York, have started an action in the High Court, London, claiming damages for alleged infringement of their patent for the rotating ball portion of their product Mum rollette deodorant and antiperspirant. The defendants are Manon Frères Ltd, Dalston Gardens, Honeypot Lane, Stanmore.

For Bristol-Myers it was said that their representative bought in August 1967 two deodorant dispensers produced by Manon Frères which, it was claimed, infringed the patent. Counsel for Bristol-Myers said the sale of the articles was admitted, but Manon Frères denied the infringement and counterclaimed that the patent should be revoked because there had been prior publication of two patents, known as Testa and Minsky, which were claimed to cover the Bristol-Myers patent.

They also said the invention was not new, was obvious and of no inventive merit.

In the three days before the start of the action, Bristol-Myers had applied to amend the specification of the patent. This was opposed by Manon Frères, Owens (Illinois) Inc and



This display of NPU business aids was a feature that attracted a considerable amount of interest at the Ulster Chemists' Association annual conference this week. A report appears on pages 684 and 685

Aspro-Nicholas, Judgment on that point was deferred by Mr Justice Whitford until the end of the infringement proceedings.

Education for management

Management education is the most important change likely to be brought about during the '70s and everybody should be aware of what is happening in this field.

The developments are likely to be extensive, said Mr J. P. Martin-Bates, who was the chief guest at the British Chemical and Dyestuffs Traders' Association annual luncheon on April 29.

He pointed out that a number of private business schools were now concerned with management education, twenty-six universities had a "big stake" in this field as well as a great number of "polytechnics and colleges."

Mr Martin-Bates said that management should also learn how best to use money and there was far too little understanding of the fundamental reasons why people worked, and why some worked more effectively than others.

The government had also an important part to play in preserving the value of the currency. To ensure that wage increases were kept within reasonable bounds to enable productivity to match the rise the public had a right to expect that "our hard won improvements are not dissipated."

European trade in pharmaceuticals in 1968

In Western Europe, Canada and the United States, output of the pharmaceutical industry in 1968 rose by 8.9 per cent. The growth rate in Japan, however, was 22 per cent over 1967.

The turnover of pharmaceuticals by member countries of the Organisation for European Economic Co-operation and Development was

	In million dollars	
	1967	1968
Austria	38	44
Belgium	77	87
Denmark	54	na
Finland	27	26
France	1054	1160
Germany	1124	1268
Ireland	10	na
Italy	680	720
Netherlands	162	185
Portugal	41	54
Spain	305	295
Sweden	72	na
United Kingdom	635	581

Exports rose by an overall 17 per cent in 1968 to \$1,396 m. The percentage share of production exported runs as high as 50 per cent in the case of the Netherlands; 30 per cent for Germany and the UK and 15 per cent for France and Italy. (*Chemical Industry* 1968-69, OECD. HM Stationery Office, 55s.)

Noel Hall published

The Report of the Working Party on the Hospital Pharmaceutical Service (the "Noel Hall" report) has now been published by HM Stationery Office (price 6s.)

Dispensary-tied pharmacist 'is danger to profession'

A pharmacist who spends most of his time in his dispensary instead of out on his counter meeting the public is not only failing in his professional responsibility but is endangering the whole future of pharmacy.

That is the opinion of Mr G. Teeling-Smith, director of the Office of Health Economics, as expressed at the international conference of the Pharmacy Guild of Australia last week.

The speaker said that, to the extent that present dispensing practice still involved counting tablets from one bottle to another and checking the re-labelling of the new container, it was delaying the national development of the profession.

"If pharmacy is thought by the public to involve little more than handing over ready manufactured medicines in accordance with the doctor's instructions, the professional standing of pharmacists will be undermined for ever. Pharmacists will be necessary, not in my opinion primarily for dispensing medicines, but as advisers on pharmacy and pharmacology to doctors and as advisers on health as a whole to the general public.

"Their right to continue selling the ever-extending range of health products and to earn profits from these sales depends on their providing at the same time an obvious professional service both to the medical profession and to the general public."

Claims for the 'pill'

Mr E. Milne asked the Secretary of State for Social Services in the Commons this week if he would introduce legislation to protect users of oral contraceptives from the conflicting claims of the manufacturing firms; and if he would take steps to draw up a code of conduct for the guidance of firms operating in this field.

Mr Crossman replied: "I am not sure what claims Mr Milne has in mind. Oral contraceptives are not advertised to the public and can be obtained only on prescription: it is the responsibility of the prescribing doctor to assess suitability."



An attentive audience at the Pharmacy Guild International Conference in Sydney. The speaker here is Mr J. E. Orr, dean and professor of pharmacy, University of Washington

Ulster report

Restraint application fails

A pharmacist who applied to the High Court for an order of prohibition to prevent the Statutory Committee of the Pharmaceutical Society of Northern Ireland from inquiring into allegations of misconduct against him has had his application refused.

The pharmacist had been acquitted at a magistrate's court on summons alleging that he aided and abetted in the sale of certain drugs otherwise than on presentation of a prescription (*C&D* November 1, 1969 p 402).

In the High Court, Mr J. C. MacDermott, QC, who, with Mr M. Nicholson, appeared for the pharmacist, cited again the cases of *Sambasivam v. Public Prosecution*, *Federation of Malaya* (1950) A.C.458 and *In re A Medical Practitioner* (1959) N.Z.L.R. 301. He submitted that a pharmaceutical inspector had acted as prosecutor before the magistrate and also before the Statutory Committee.

For the Society Mr R. Carswell, QC, said that apart from being the means of submitting information the inspector had no part in bringing the matter to the Statutory Committee. The Council of the Society had first received the information and had then directed that it be sent to the chairman of the

Statutory Committee. The parties to the prosecution before the magistrate were not the same parties as those before the Statutory Committee.

In a reserved judgment Mr Justice Gibson held that no facts had been disclosed which would warrant the court intervening to prevent the Statutory Committee from investigating the complaints. He had deliberately avoided any observations on the merit of the matter, or the evidence at the lower court it was proposed to have laid before the Statutory Committee, which might prejudice a full and impartial investigation.

Differing views on health centres

A difference of opinion has arisen between the executive committee of the Ulster Chemists' Association and the Council of the Pharmaceutical Society of Northern Ireland.

At the Council's last meeting in Belfast a letter from the UCA Executive and a statement circulated to UCA members casting doubt on the viability of health centre pharmacies were read.

The UCA committee's statement expressed concern at the rapid growth of health centres and the accompanying migration of customers in certain areas.

They see no economic advantage in setting up pharmacies in health centres and recommend consortia of pharmacists who think otherwise to study the economic factors carefully as they feel doubtful whether a health centre phar-

macy would be a viable proposition.

The Society's policy has been to offer support for consortia of pharmacists who wish to operate from health centres as they believe that at present there are too many pharmacies in Northern Ireland and that rationalisation will be best achieved by proprietors taking voluntary action.

Irish news

New association formed in south

Pharmacists in Cork and Kerry have formed a new organisation, the Southern Region Pharmacists' Association, in order to be fully geared to meet the changing situation brought about when the Health Act comes into operation.

At a general meeting of pharmacists in Killarney recently over 100 pharmacists, representing every facet of the profession, attended and endorsed the decision. In addition 70 pharmacists applied by post for membership.

Aims of the new organisation are similar to those of the Irish Pharmaceutical Association and in a statement the new body asks: "Is it too much to hope that the seven other regions will form similar regional associations which could be welded together into a strong national association?"

Secretary is Mr P. Duffy, Oatfield, Hettyfield, Cork.

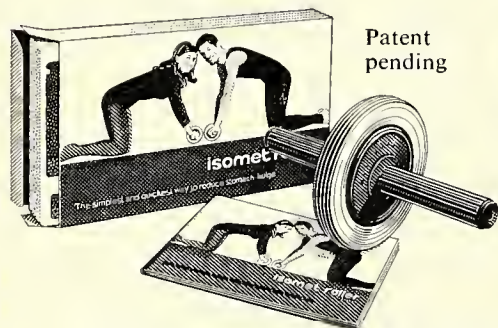
isomet roller

Only Slimming method proved in Europe introduced here in prestige launch

Fresh from a test year of spectacular success across Europe, the original 'Isomet' Roller Method comes to Britain backed by the full weight of national advertising and introduced by Scott & Bowne.

Spearheading the advertising for five weeks beginning May 7, dominant spaces in the Daily Telegraph will deliver a 3,477,000-strong audience across the U.K. In addition the London Evenings plus TV Times will be used to achieve maximum coverage of the vital London market.

The 'Isomet' Roller is unique. It provides genuine additional business and has a proven success record. This, with the impact of national prestige advertising, means new opportunity for the chemist. 'Isomet' is available through your regular wholesaler now! Isomet Roller Method only 59/6.

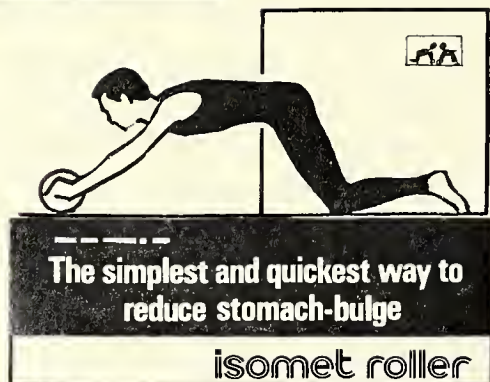


Patent pending

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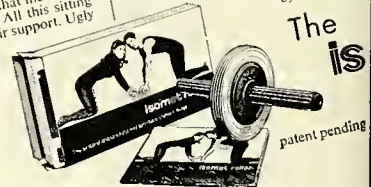
Secret of 'Isomet'

In one simple, minute-a-day exercise, 'Isomet' rebuilds the strong muscles that make for a flat stomach, eases back fatigue. It can be performed by anyone of almost any age. All you do is kneel down, grasp the 'Isomet Roller', roll

forward to full stretch and roll back again. and you'll soon be slimmer, trimmer and agile.

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The isomet roller patent pending

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NEWS IN BRIEF

□ The Agricultural Chemicals Approval Scheme is being extended to cover products available to farmers for the protection of stored grain against insect and mite pests.

□ A new leaflet, "Going metric—everyday units," setting out the more common metric units and correct symbols for 14 everyday quantities including length, area, capacity, temperature and weight, is available free from Information Division, Department 4, Metrication Board, 22 Kingsway, London WC 2.

□ The latest reference booklets in the series by the Decimal Currency Board is entitled "Payrolling". It recommends that employees should be informed of the firm's payroll conversion plans to ensure that misunderstandings do not arise. The effects of changing payroll before, on or after D Day are discussed in some detail. The need to order decimal stationery much earlier than usual is once again emphasised. (HM Stationery Office, price one shilling.)

□ A guide to all the sources of government statistics on the distributive trades published on April 27 by the Distributive Trades Little Noddy is intended primarily for research workers in retail and wholesale firms, commerce, industry and universities. Details of the coverage, source and publication of the statistics are given (Distributive Trade Statistics — a guide to official sources HM Stationery Office, 13s.)

□ A gift packaging display to be held at The Design Centre, London, from July 13 to August 22 will show well-designed gift packs that protect the contents adequately and are immediately attractive to customers. The Council of Industrial Design invites submissions for the display. The packaging must be made in Great Britain. Entry forms may be obtained from Miss J. McLeod, Council of Industrial Design, 28 Haymarket, London SW 1. Entries of packs intended for the display must be in by May 22.

SPORT

Golf

Edinburgh Chemists' Golf Club. An outing took place over Duddington course on March 25. *Results:* 1. A. Boyle (27), 69. Best scratch score, J. H. H. Groat, 76. Section No 1, I. Swanson (13), 71; Section No 2, J. White (23), 80. Venue of the outing on April 8 was Luffness new golf course. *Results:* 1. A. E. Graham (9), 66. Best scratch score, G. F. Ireland, 79. No 1 section T. Ewing (14), 74; No 2 section J. White (23), 70.

Irish Chemist's Golfing Society. There was an exceptionally fine turn-out for the outing to Baltray on April 15 to compete for prizes presented by Squibb (Ireland) Ltd. Players came from as far away as Arklow and Clones. Prizes were presented by Mr J. Fitzgibbon, deputising for managing director of Squibb (Ireland), Mr J. O'Grady. *Results:* Class A, B. R. Smith (12), 40; J. H. Magee (7), 37; E. O'Mahony (13), 32; Class B, J. Burns (15), 34; J. Kennedy (15), 34; J. P. Holland (17), 31. Best score on first nine holes, K. Banks; on second nine, A. C. Hennessy.

The Xrayser column

Town and country planning

The heading this week is shamelessly borrowed from elsewhere. The Council of the Pharmaceutical Society is committed to a policy of a planned pharmaceutical service—a gigantic undertaking, the difficulties of which are underlined by a correspondent in last week's issue on the subject of health centres (page 648). Mr J. R. E. Shelley writes of "situations virtually beyond our control over which neither the NPU nor the Society has any influence," and goes on to say that doctors are being enticed to set up health centres with complete disregard of the pharmaceutical services.

He gives examples of the pattern in his own area, and of efforts made to realise and live with the problems arising therefrom. As long ago as 1948, when the National Health Service was born, the concept of health centres was built into the Act. It was not to be expected that change would come overnight, and only now is that form of practice gaining momentum.

By its very nature, pharmacy is not, in its present form, able to follow the trend. The doctor may—and does—change his address with very little difficulty, but the problems of the ordinary pharmacist, when it comes to transplantation, need no stressing. But what is happening is not to be overcome by pharmaceutical opposition; nor by an ostrich-like attitude of deliberately not seeing what is going on; nor by adopting the legendary pose of King Canute.

Mr C. W. Robinson, in his election address, draws attention to the fact that, under the New Towns Acts, some two million people will ultimately be added to the total of their original populations. He refers also, as I have done on occasion in this column, to urban renewal schemes involving displacement of shops, surgeries and people, and to the vast number of public and private housing estates under construction, often far from pharmacies. The whole country is in the grip of vast change, and pharmacy must face the fact that a revolution in the nation's environment cannot leave the practice of the profession untouched.

Planning processes

What have we done in the way of adapting ourselves? We read an occasional item in the pharmaceutical Press intimating that a new pharmacy has opened opposite a surgery of six or twelve doctors, and we are left to imagine the effect of such an enterprise on the pharmacies now deprived of the dispensing which was provided by those doctors before they became concentrated at one centre.

There is nothing to prevent such a move on the part of a pharmacist, and nothing, other than physical and financial obstacles, to stop scrambling for position. In the election address to which I have referred, Mr Robinson states that the planning process calls for intensified consultation between the Society and its branches, planning authorities and development corporations, and all pharmaceutical and health interests affected.

By those means, he says, the Society could assist its members to anticipate rather than be overtaken by events. If I might add, it would help to integrate pharmacy in the health effort. It has been so intensely individualistic as to remain outside to far too great an extent.

Adjustment to change

Whatever the future of pharmacy, and I fancy the next twenty years will witness as great a revolution in general practice pharmacy as in general practice medicine—we must be prepared to adjust our outlook to the changes going on around us, not losing sight for one moment of the principle that wherever pharmacy is required there must be a pharmacist present to carry out the duties for which he alone is educated and qualified. That, it seems to me, is fundamental to the continued existence of an essential profession, and to public need.

Hey, who's supporting who around here?

A girl likes to look her best. Even if she does have varicose veins.

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Lastolita

The good looking foundation stocking.
Lastonet Products Ltd., Redruth, Cornwall.

COMPANY NEWS

Cyclamates ban hits Reckitt profits

The lower trading profit of Reckitt & Colman Ltd in 1969 compared with 1968 announced earlier (*C&D* April 25, page 606), was caused by two UK divisions—household and food, states the chairman (Mr B. N. Reckitt) in the annual report.

The sudden ban on cyclamates in food and lack of early warning cost the company £100,000, he adds.

Sales of pharmaceuticals went up from £11.2m in 1968 to £12.7m in 1969, while the profit rose from £2.45m to £2.51m. Profit on toiletries fell from £2.2m to £1.9m, although sales at £12.68m were higher by £1.5m.

Rationalisation of production has continued; factories at Cricklewood, Bolton and Bromley-by-Bow have been disposed of and a group headquarters is being set up at Chiswick.

In brief

Farmitalia SpA (associate of Montecatini Edison, Italy) made a net profit in 1969 of Lire 1,350 m (Lire 1,030 m in 1968).

Stats (MR) Ltd have moved to St Martin's House, Bull Ring, Birmingham (telephone: 021-643 5972).

Carlo Erba SpA, Italy, report a net profit for 1969 of Lire 1,388.6 m (against Lire 1,413.9 m in 1968).

Mrs E. Lucas-Smith has closed her branch pharmacy at 38 High Street, Amersham, Bucks.

K. W. Gimber & Sons Ltd: The winding-up of the company's affairs have been completed; there is no dividend for the ordinary creditors. The company formerly traded at 34 Addison Road, Bromley, Kent.

David and Beryl Washington MsPS acquired the pharmacy of Mr S. C. Salter, MPS, 45 Fore Street, Kingsbridge, Devon, on May 4. The business will trade as S. C. Salter (D. & B. Washington Ltd). Mr Salter has retired.

Appointments

Dendron Distributors Ltd have appointed Mr F. R. Sterling their field sales manager.

Izal Ltd have appointed Mr David Rothwell their factory manager.

Golden Ltd: Colin Fraser has joined L'Oreal of Paris — Golden Ltd, as North-

ern sales manager of the consumer division responsible for the North of England and Scotland.

BDH Chemicals Ltd have appointed Mr Patrick Flanagan (37) company's home sales manager. Mr Flanagan was formerly regional marketing manager for the company's Middle East and African areas.

Coty (England) Ltd: Mr James Keane has been appointed financial director. He replaces Mr C. M. Graham who has taken up his appointment as financial controller of Coty (International) Inc, based in New York.

James Beattie Ltd: Miss J. Rose relinquishes her position as a retail department manager at Solihull and has been appointed Buyer for perfumery at the Birkenhead, Solihull and Dudley branches.

PEOPLE

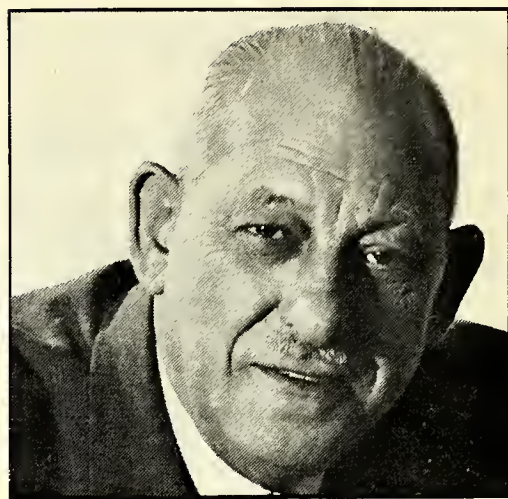
Dr A. J. Tyrrell, head of the Medical Research Council's common cold unit, Salisbury, has been elected a Fellow of the Royal Society for his contributions to virology.

Mr Oliver Normandale, 43, the new director of the Glass Manufacturers Federation, succeeds Mr Dennis Rider, OBE, who has retired due to ill health. Mr Normandale was formerly director of the Federation of British Rubber and Allied Manufacturers and deputy director of the British Rubber Manufacturers Association.

Mr D. F. Lawson, chief photographer at the chemotherapeutic research centre of Beecham Research Laboratories has been presented with the Rodman medal of the Royal Photographic Society. This is the second time the society has honoured Mr Lawson, for in 1961 he received the Royal Photographic Society's medal. Both awards are in consideration of his work in photomicrography. Mr Lawson, who is a leading authority on the subject, published in 1960 "The Technique of Photomicrography." He has also written a large number of papers, many of them describing techniques devised at the Beecham Research Laboratories and has contributed articles on aspects of photography, including photomicrography, to the *C&D*.

Mr R. L. Taylor, managing director of Johnsons of Hendon Ltd from 1954 until 1965 when he resigned, has been in the photographic industry, and with the same company, for over fifty years. Recently Johnsons arranged a dinner in his honour, attended by his co-directors, by representatives from the many associations with which he has been connected and by friends inside and outside the photographic field.

At the end of the evening he was presented with a gift from Johnsons of Hendon, a colour television set, and then came a complete surprise. Mr A. E. Amor, past managing director of Kodak Ltd, in token of the friendly relations that have always existed between the two firms, gave him, on behalf of himself and some



of his late colleagues, a silver tray complete with a decanter and glasses.

Though semi-retired, Mr Taylor will continue his association with Johnsons.

Mr John A. Moglia, chief pharmacist of the Doncaster Group of Hospitals since 1947, is retiring in July. A founder-member and past-chairman of Doncaster Branch of the Pharmaceutical Society, he returned from India in 1932 and was for about five years manager of a Doncaster pharmaceutical company. He was then appointed chief pharmacist at Doncaster Royal Infirmary and held that post for ten years.

Dr Fred Wrigley, deputy chairman of the Wellcome Foundation Ltd and chairman of Calmic Ltd, has received the award of the Order of the Silver Acorn in recognition of "specially distinguished services" to the Scout movement. The award is one of a number made by the Chief Scout to mark St George's day. Dr Wrigley has been associated with the movement for more than thirty years.

Mr Howard Myers, managing director, S.I. Myers Ltd, has just returned from a three-week fact finding tour of Kenya and Zambia. As a result, arrangements are being finalised with a Nairobi company to franchise the Simbilit interchangeable system of pharmacy fitments throughout Kenya and Zambia.

Mr Myers saw a number of pharmacies during his tour of the countries and believes that while pharmacies in Kenya particularly could learn a great deal about modernised shopfitting and display techniques from the UK, he was otherwise generally impressed with the standard of administration and service he encountered.

Deaths

Jenkin: Recently Mr Baldwin Henry Jenkin, 17 Basset Street, Camborne, Cornwall, aged 91. Mr Jenkin qualified in 1904 and was formerly in business in Camborne for 32 years.

McKay: On April 26 Alderman Hugh Anthony McKay, MPSNI, 44 Main Street, Larne, co Antrim. Mr McKay, a former mayor of Larne, qualified in 1935.

Pendray: Mr Thomas Pendray, MPS, 119 Coombe Street Lane, Yeovil, Somerset, aged 75. Mr Pendray qualified in 1924 and was for 17 years manager of the Yeovil branch of Boots Ltd until his retirement in 1955.

RPM case: Registrar calls hospital pharmacist

"If resale price maintenance on medicines is maintained the wholesalers might withdraw some of the advantageous terms we now have. This is the fear I have," said Mr David Annat, chief pharmacist, Stoke Mandeville Hospital, Bucks, on May 4.

He was giving evidence for the Registrar of Restrictive Trading Agreements to the Restrictive Practices Court in London. Mr Annat said that there were instances of drug prices asked by wholesalers being lower than the cost if obtained direct from the manufacturers.

Before calling Mr Annat, Mr Kidwell, QC, for the Registrar, said he hoped arguments in the case would finish by May 13.

Next witness to be called was Mr J. Dipple, a director of Tesco Wholesale. They stocked certain proprietary pharmaceutical items, but only a limited range because under rpm the group could only offer the public the same as anywhere else.

Mr Dipple said they bought products direct from the manufacturers at something between the trade price and 12½ to 17½ per cent discount.

He denied that the abolition of rpm on drugs would enable Tesco to "carve out great chunks" of the present retail pharmacist's trade.

Mr R. Finlayson, managing director, Argyle Rubber Co, and Wholesale Cash and Carry Sundries, said his company was a wholesale medical supplier in Scotland, with a turnover of £500,000 a year. He operated on a basis of cost plus 5 per cent plus 1¼ per cent delivery charge.

Mr Finlayson, continuing on May 5, said the proprietary medicine manufacturers fairly regularly throughout the year ran special promotions—known in the trade as "sell-ins"—in order to encourage retail businesses to stock up with their particular products.

These discounts were passed on to the retailers by the wholesalers but they were not passed on to the customers by the retailers. The chemists did not want to pass on the lower prices.

Cross-examined by Mr C. Sparrow, QC, representing the "ethical" manufacturers and distributors, Mr Finlayson agreed that he had no pharmaceutical qualifications.

Mr Taylor, grocery buyer for Laws Stores Ltd, a chain of supermarkets in North-east England, said that if rpm were ended, the company would extend their range of medicaments.

"We would not go any lower than 17.5 per cent on our gross margin of profit," said Mr Taylor.

Mr D. Lamb, managing director, Gateway Stores Ltd, a Bristol supermarket chain said they had recently bought a chain of chemist shops that they were trading as "Mills Chemists."

"One would like to see the entire chemist shop within the supermarket with the pharmacy as a carefully controlled

unit within the shop," he told the Court.

"We would cut prices on some lines by about sixpence or a shilling. I expect the turnover in medicines in the Gateway stores will increase by at least 50 per cent immediately on the abolition of rpm," he added.

They planned to prune the range of lines in their chemist shops but they would increase the range at their warehouses so that if a customer wanted a relatively obscure line, it could be got within 24 hours.

"There is a colossal range of lines that chemists think they have got to sell to give a service to their customers—and I think they are wrong. I don't believe you need to carry 16,000 lines to do a good job."

Mr Threlfall: "So the future is to the aggressor and the rest must go to the wall?"

Mr Lamb: "Without a doubt."

Mr Threlfall: "The small pharmacy must go because it has an insufficient selling area and is inefficient?"

Mr Lamb: "Yes."

NHS can be a liability

At the end of last week and before the evidence was given on behalf of the Proprietary Articles Trade Association and Proprietary Association of Great Britain was completed, Mr Harold Moss, chairman, E. Moss Ltd, Feltham, Middlesex, said that too high a proportion of one's turnover coming from NHS dispensing could be somewhat of a liability.

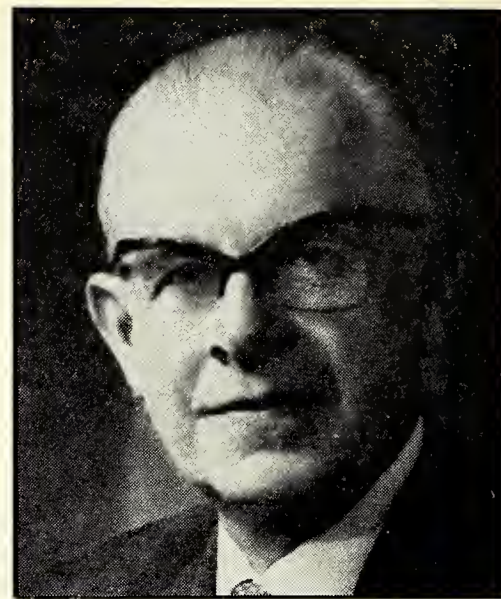
Mr Moss said his company's attitude to price competition from other retailers on lines they sold in the company's branches depended very much on the source and scale of the competition. He had had to consider that question, quite often in the last few years, particularly in toiletries.

Questioned about the immediate consequences of the ending of rpm on medicines, Mr Moss replied that the price cutter would be able to cater for a large part of the everyday medical needs of many families.

Mr R. I. Threlfall, for PATA and PAGB asked Mr John Wells (secretary, PAGB): "Do you think it is a source of strength to the chemist or a source of weakness to him that so much of his income is subject to external administrative decisions?"

Mr Wells replied: "It is a source of worry to him that he relies so much on income over which he has so little control." Mr C. Green (secretary, PATA) said he thought that the majority of manufacturers believed that the practice of rpm was not only in their own interest, but in the interest of their distributors as well.

Mr David Blake, secretary, East Kent Branch of the Pharmaceutical Society, said that part of the traditional business of the chemist was being eroded.



Mr H. Moss: A witness for PATA

Tooth-paste and certain soaps which were traditional chemist's lines were no longer so. "I think a large amount of the erosion has occurred since rpm on these toiletries ended," he added. This situation, he said, affected all the small independent pharmacists.

Mr Blake said he regarded the giving of advice as an important part of the function of a pharmacist. "The pharmacy is a place where the right medicine is given to the right person at the right time and it is the pharmacist's job to oversee that operation."

Mr Blake said there were many times when advice by the pharmacist to his customers was just and seemly, for example in respect of phenacetin in various aspirin compounds.

Mr Kidwell suggested that of all the commodities one would like to see reasonably cheaper, those needed when people are ill must rank very high on the list.

Said Mr Blake: "Medicines are not like a detergent."

Mr Kidwell: "They are more important than detergents. People with not much money ought to be encouraged to buy the medicines they need rather than say they are too expensive to bother about."

Mr Blake asserted that the public needed protecting from itself—from this sort of merchandising. "Fairly often when customers come in for advice to me no sale is made. It is not money in the till I am primarily interested in," he added.

Mr Blake agreed that in general it was advantageous to the public to obtain these medicines as cheaply as possible, but added "There is a rider to that—that it is the right medicine."

Mr Kidwell: "Then you are going back to the argument that nobody except pharmacists should handle medicines."

Mr Blake: "I do not argue this. What I am afraid of is the encouragement of people to self-medication, often unwisely and to their detriment."

Mr Blake agreed that his real objection to the abolition of rpm was that something would happen in the supermarkets which would induce people to behave in a way not in their best interest.

The hearing continues.

Now we're in the top league of British toiletries!

As from 4th May 1970,
the Reckitt and Colman Toiletries Division
took over (from the Household Division)
the marketing and sale of:

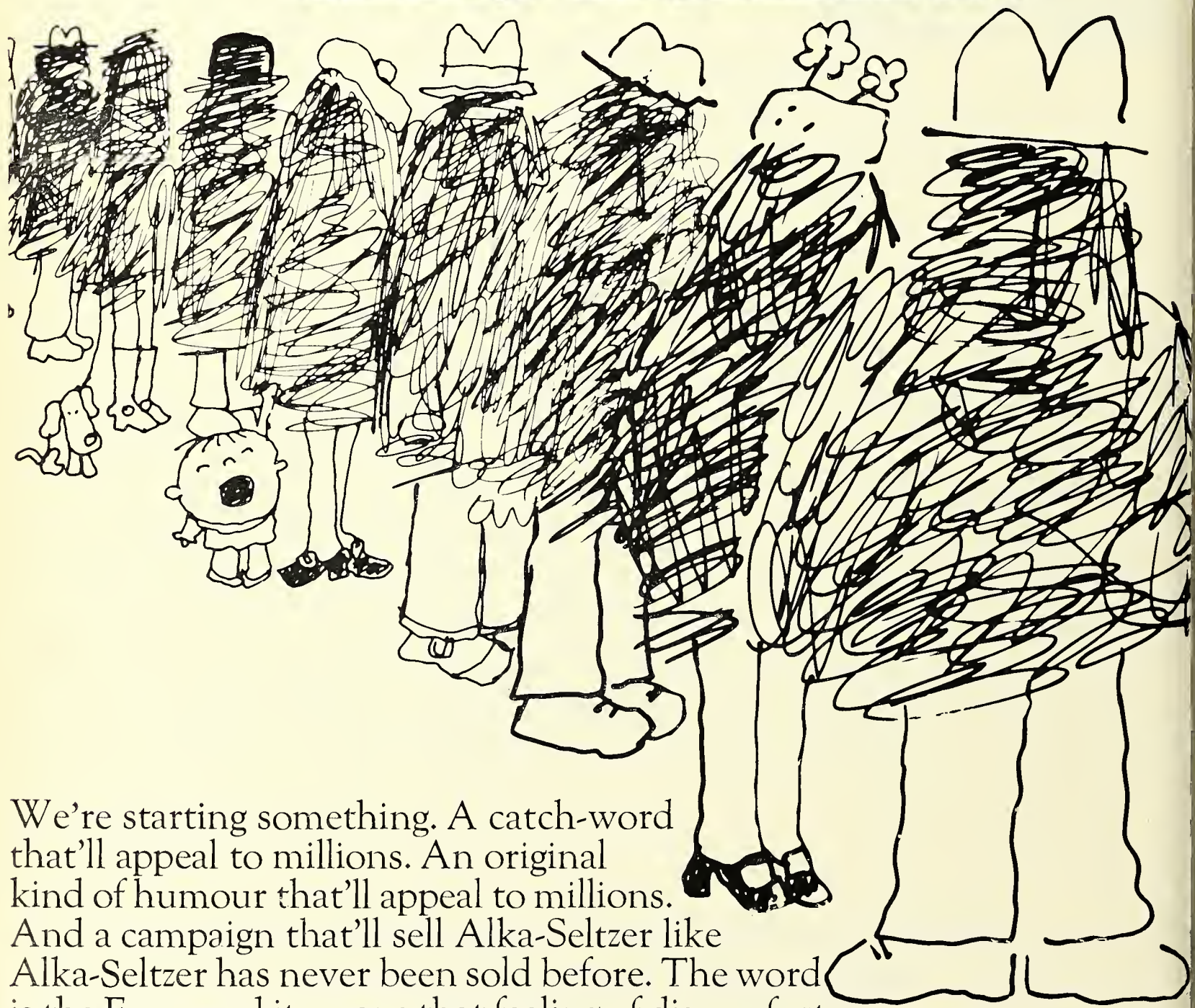
NULON hand cream
CORVETTE mens toiletries
BATHJOYS bath additives
WONDERCARE and **WONDERSET** hair spray

Adding these brands to our existing range of top
products which include Supersoft hair spray
and shampoo, Loxene, Cossack, Veeto and Valderma,
we've become one of the biggest toiletries
organisations in this country.

Which makes us all the keener to give top
service to you, the distributor.

**Reckitt and Colman Toiletries Division,
Sunnydale, Derby DE2 9GG,
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Here comes the fuzz...

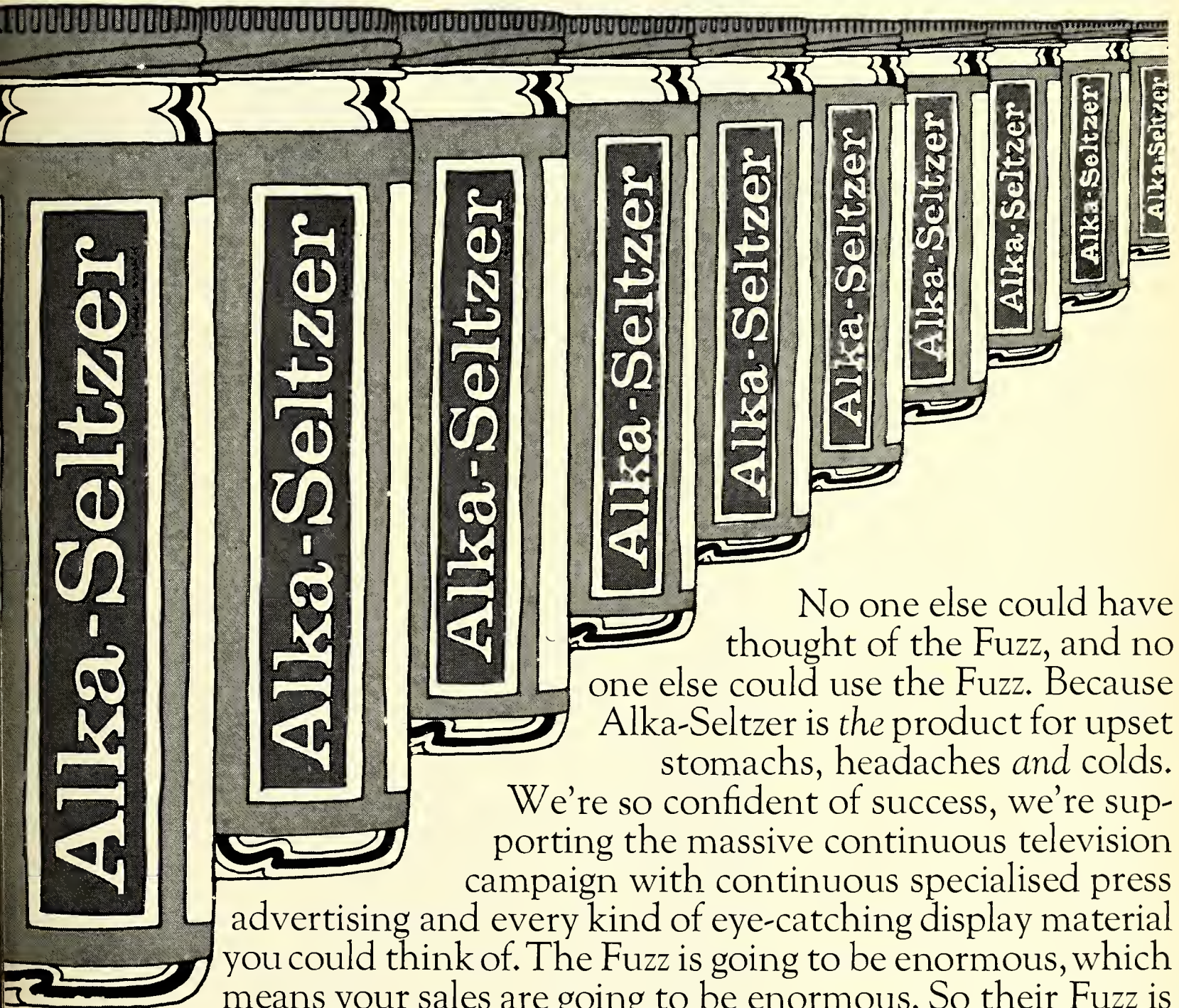


We're starting something. A catch-word that'll appeal to millions. An original kind of humour that'll appeal to millions. And a campaign that'll sell Alka-Seltzer like Alka-Seltzer has never been sold before. The word is the Fuzz—and it means that feeling of discomfort that comes from a headache, an upset stomach or a cold. These are the Fuzz people, and before long the whole country's going to be talking about them. And Alka-Seltzer*.

*Alka-Seltzer. Reg. Trade Mark

there goes the Alka-Seltzer

TRADE MARK



No one else could have thought of the Fuzz, and no one else could use the Fuzz. Because Alka-Seltzer is *the* product for upset stomachs, headaches *and* colds.

We're so confident of success, we're supporting the massive continuous television campaign with continuous specialised press advertising and every kind of eye-catching display material you could think of. The Fuzz is going to be enormous, which means your sales are going to be enormous. So their Fuzz is your gain. If you want to see how great the display material really is, just ring Ted Jones, our Sales Manager, and he'll arrange it. His number's Farnham Common (01-369) 2151, and you can reverse the charges.

PROFESSIONAL NEWS

Ulster Chemists' Association

A critical time for pharmacy in Ulster

Has Ulster pharmacy reached a critical point? Yes, said Mr W. H. Boyd at the Ulster Chemists' Association Conference in Enniskillen on May 2.

He believed that the question of health centres would soon make it necessary to decide how future pharmacy should develop. Should it do so on strictly professional lines or in a commercial retail manner?

Most of the mystery attached to pharmacy by the public had now gone, and he thought that the older school brought up as traders might have to diversify while others, the new entrants to the profession, might prefer "strictly ethical pharmacy." Mr Boyd was one of a panel answering questions at a "Pharmacy Quiz."

Mr J. Goulding, National Pharmaceutical Union, mentioned the difficulties that might arise if, after relinquishing the photographic and cosmetic products, the purely professional pharmacy was not successful. "It would probably be difficult to 'get them back'."

Mr R. G. P. McMullan, of the General Health Services Board, suggested that not enough study had been made of the professional aspects of pharmacy. Furthermore, there was a lack of unity in the profession. Environmental factors were dictating the direction of pharmacy instead of pharmacy itself dictating the future.

Mr W. H. Irwin, Belfast, said that if the Labour Party was re-elected to govern at the next general election, pharmacy would be nationalised and pharmacists would become salaried servants. The general trading outlook was bleak, although much would depend on the Medicines Act.

The main troubles in pharmacy were over capitalisation and overdrafts. His advice was to diversify.

A two-tier system of medical treatment was a political non-starter, Mr Goulding told Mr T. W. Glass, Maghera, although one effect of it would be that patients might realise the value of the drugs that were being supplied against prescriptions.

It had been suggested that if a Tory government came into power then there would be a sharp increase in prescription charges. Seven shillings and sixpence and 10s had been mentioned.

Later, when discussing the possible changes in wholesaling, Mr Boyd said there had been fears expressed in the Belfast area that if the numbers of whole-



After the conference dinner at Enniskillen, Miss A. E. Strachan (on the left) with Mr and Mrs J. Kerr

salers were reduced the stage might be reached when two became dominant and they could then dictate terms.

Mr J. Kerr, president Pharmaceutical Society of Northern Ireland, felt that any development of cash-and-carry wholesalers in Northern Ireland would not be to the long term benefit of pharmacists.

Saving the NPU way

The first paper given at the Conference was that by Mr J. Goulding of the National Pharmaceutical Union, whose title was "How to save money through the NPU." He had arranged a display of some of the aids that the Union had introduced for members in the last two years (see p 674).

Any members who had subscribed to all the special offers on business aids during the last three years could have saved himself sufficient in discounts to pay for 11 years' NPU subscriptions.

He gave details of the discussions with manufacturers and other bodies to arrive at something worthwhile for the members, and the problems that had arisen during the protracted discussions and correspondence with the Board of Trade concerning the metric weights now being offered to members.

As for future developments, Mr Goulding said there was no shortage of ideas. Shelf-filling trolleys, coats and overalls, decimal training kits, display fixtures, price tickets and a possible coupon clearing house were just a few items they "had in store."

Mr N. A. J. Anderson considered the display stands for the *Family Doctor* booklets were inadequate. Mr Goulding agreed. They were looking at new wire stand designs as well as window stickers. Another possibility was a mobile for doctors' waiting rooms.

Professionalism: Can it be made to pay?

"Professionalism—Does it Pay?" was the title of the talks during Sunday afternoon. Mr H. Steinman, chairman, National Pharmaceutical Union, and treasurer of the Pharmaceutical Society of Great Britain, giving the first viewpoint said that in the right circumstances the majority of pharmacists would probably wish to develop the professional aspects of their pharmacies to the exclusion of the "commercial side," but it was not an ideal world and economic viability for most meant putting energies into developing a balanced business with the professional side always being given first priority. A profession lacking economic prosperity was a mirage, but contentment with economic prosperity divorced from a professional sense would, he said, be a tragic and "unforgivable betrayal of our past."

The public support for pharmacy would in future depend more and more upon the professional service and professional conscience of the pharmacist.

In dispensing there must be established a modern professional role to replace the traditional largely manipulative role of the pharmacist. Many prescriptions were issued with "As directed" as the instruction to the patient. Yet pharmacists knew that a patient in a consulting room was not usually receptive to verbal instructions. Pharmacists should therefore—as a professional act—check on every occasion that the instructions were understood. Such personal interest would help to make professionalism pay for on the one hand

the time taken would be reflected in NHS recommendation and the development of goodwill would bring its own rewards.

Pharmacists should also devote some time to checking for possible drug interactions and making sure any necessary warnings had been given to the patient.

Turning to the reorganisation of the administrative structure of the NH Service, Mr Steinman suggested that it gave the pharmacist an opportunity for a new recognition in the health field. The new area health authorities were to take over "health education" and there appeared to be no reason why the pharmacists' involvement should not be recognised in financial terms.

Pharmacists must show the public that in pharmacies medicines were treated in a different manner from other goods and that the standards adopted in the sale of medicines were not dictated by others who were not allowed to sell medicines.

If professionalism was defined as non-amateurism, then without a shadow of doubt it did pay. What was needed was a clinical analysis of the commercial side of business to maximise profits. The stock range, investment and turnover must be investigated.

He stressed the special need to investigate the capital invested in toiletries, and doubted the need to carry every brand of shampoo that might be asked for. He saw NPU products as a way of maximising profits in toiletries.

One or two agencies for the higher priced cosmetics could bring prestige to a pharmacy but there was need for extreme care.

The same critical faculties must be brought to bear on the photographic stocks. He knew pharmacists who complained about NHS remuneration but

A private discussion session: Mr J. Reed and Mr W. E. Cooper, president of the Ulster Chemists' Association



were prepared to stock a range that did not turn over even once a year. Mr J. Reed, vice-chairman, Central NHS (Chemists Contractors) Committee, agreed with Mr Steinman, but emphasised that without professionalism pharmacy would be degraded to a third- or fourth-rate calling. Equally, without profits it would wither and die. Nevertheless, he hoped that in achieving profit there would not be lost that professionalism that was a necessary ingredient in pharmacy.

It was fatuous and trivial for pharmacists to argue whether they practiced a profession or a trade. "What we all do is practice pharmacy!" and *in toto* that was a multi-sided occupation requiring "all sorts of academic and technical skills."

All pharmacists, whether in general practice, in hospital, industry teaching or research must perform managerial functions and it was sensible therefore that they acquired and used such knowledge in a practical way.

He believed the traditional pharmacy must continue to remain the best means of providing the service to the public. At the same time it should ensure a reasonable income and decent standard of living for the pharmacists. He admitted the number of pharmacies in existence was too great to remain economically viable. To some extent the laws of supply and demand would correct the position.

Mr Reed urged UCA members to consider all the implications that were linked with the large number of proposed health centres in Northern Ireland.

"Health centres you will get because it is Government policy, but do not allow the position to arise where the health centres will do almost all the NHS dispensing and leave traditional pharmacies in a very vulnerable and practically uneconomic position."

Health centre development causes concern

During the discussion a number of members expressed concern about the development of health centres in Northern Ireland.

Mr Steinman said that dramatic changes were foreshadowed in the practice of medicine and it was essential that pharmacists should be both aware of and prepared for them.

Mr T. I. O'Rourke believed that the public would get a worse service in health centres. Mr Reed pointed out that the capitation fee system helped to keep the doctor and patient apart, while the pharmacist, being paid on a service basis, tended the other way.

But the pharmacist would not turn that to his advantage unless he could lift his status in the public eye. To do that he must accept fully his responsibilities for must be prepared to accept fully his responsibilities for the provision of a pharmaceutical service.

Twenty-four hour service

Mr Steinman suggested that a system of a 24-hour service might well result in a shorter working day for the pharmacist. Mr Reed reminded members that although pharmacists had to be in the pharmacy from "nine until six" they were paid only for the actual time involved in individual transactions.

Mr A. G. Bryson, Lisnakea, was of the opinion that the public expected too much of the pharmacist.

Mr W. H. Irwin, Belfast, believed that pharmacy was heading for nationalisation. He would have preferred a discussion on problems caused by health centres, because at the moment he "failed to see where we are going."

Mr Steinman sharply replied that he knew exactly the direction he wanted pharmacy to move in. He did not want the doctor to provide any drugs—if he did, "he is doing my job."

He believed that in the end the public would pay for a full pharmaceutical service.

Mr J. Knox, Belfast, reminded his colleagues that he was in business for profit. If anybody thought they would make any profit by going into a health centre and practising professional pharmacy they were mistaken. He objected to the pressure that was being put on chemists to go into health centres.

Mr Steinman was applauded when he said that he did not believe the public could be better served than in the traditional pharmacy.

But no other profession would accept a situation where qualified persons spent only a third of their working life in professional activities and the remainder in non-professional work in order to make a living.

LETTERS

A pattern for the future of pharmacy

May I put forward my suggestions for the essentials in any pattern for the future of pharmacy? They are:

Unity — (a) Of all the Societies (i.e., England, Scotland, Wales and Northern Ireland,) (b) One association for pharmacy to act as our union, (c) The discord between pharmacists, including those employed by Boots, should be removed—by a little “give and take.”

Hospital pharmacy should act as a source of information on drugs and not as a store where one simply finds drugs kept in hospitals. Here it would be of great benefit to employ newly-qualified pharmacists since a young doctor could approach them more easily. The newly-qualified have, in general, a much better knowledge of the actions and reactions of drugs. The chief pharmacist has enough to do looking after administration.

Medical representatives should in future only be employed when they are either doctors or pharmaceutical chemists with (as this would give rise to) fewer on the road.

It is evil for all society to have medication by television. The idea of “lifting depression” by using a common tablet with a small amount of caffeine is dangerous and helps with the present misuse of drugs. No medicine should be advertised at all. This would be a big benefit to the nation both in money and in health. Eventually we will have to contend with the large manufacturers who care only for their percentage profits.

Denis Grant
Ballykelly, Northern Ireland

Council candidates

Of the 21 candidates presenting themselves for election to the seven places on the Council, only one is an employee pharmacist in general retail practice. The importance of these pharmacists must be apparent to all members of the Society and this candidate should commend himself to all voters so that this group might be represented on the governing body of our profession.

A. L. Solomons
Haywards Heath

No connection

May I point out that, contrary to the belief of many, we are in no way connected with our good friends and customers, Messrs Boots.

Trentham Laboratories Ltd is a private company in which E. C. De Witt & Co Ltd have a minority financial interest.

P. Lees, director
Trentham Laboratories
(Nottingham) Ltd

Rules on redundancy

by Jonathan Sterling

The business of the chemist is as prone to redundancies as almost any other. The belt is tightened, so the payroll contracts . . . self-service economies come in the door and employees go out the window . . . branches close, shops move, redundancies proliferate. So whether you are an employer forced to create redundancies, or an employee, on his way out of work, a quick reminder of the main rules should help.

To qualify for redundancy pay, an employee must have been continuously employed by the same business for at least two years after reaching the age of 18. If male, he must be under 65, if female, under 60, at the date when the redundancy begins. Above all, he must be dismissed as redundant.

Unless actually dismissed, the employee gets nothing. So if you are warned that your pharmacy will be closing “some time soon” and you jump the gun and take a job elsewhere, you will lose your redundancy pay. And unless you are driven out of employment by your employers’ failure to provide you with your work or money—if you leave of your own accord—then you cannot expect redundancy money.

Next, the dismissal must have been caused by redundancy. A manager or pharmacist gets no redundancy pay if he is dismissed because the boss finds someone who can do the job better—still less if he is sacked for misconduct or incompetence.

Once dismissed as redundant, an employee does not necessarily have to work his period of notice. If he himself gives written notice then he may be able to leave early. But here (as in many other cases) an employer may give a counter-notice, requiring the employee to stay on.

If a shop closes or a company goes out of business, then its employees will become redundant. If there is a merger or take-over or change of ownership, then loss of employment means redundancy money. But if the new owner offers the employee a job and he unreasonably rejects it, then he loses his redundancy rights.

But note: If an employee who is dismissed as redundant immediately finds other work, so that he loses no money, he still retains his redundancy rights.

A dismissed employee is presumed to be redundant. The “burden of proof” lies on an employer, if he wishes to prove some other reason for the dismissal. Disputes on redundancy go to a tribunal. But there is a right of appeal to the High Court against the decision of a tribunal on a point of law.

Redundancy pay comes partly from the Redundancy Fund (into which the employer has been paying) and partly from the employers’ pocket. At present, the split is usually 50/50. The amount of redundancy pay will depend upon the length of the employee’s service and the amount of his wage or salary. But the most you can get is calculated over a 20

year period, and for a salary of up to £40 a week.

The object of it all? To provide a cushion for the employee, who loses his job through no fault of his own. The rules come from the Redundancy Payments Act, 1965. They are complicated. This is only a brief outline, by way of reminder.

If you should run into trouble over the correct interpretation of the Act, then you should consult your solicitor or the local office of the Department of Employment. Remember that if you do not know the rules and follow them, you will almost certainly lose your rights.

BOOKS

The Book of Spices. Frederick Rosengarten jnr. *Livingston Publishing Co.*, 18, Hampstead Circle, Wynnwood, Pennsylvania 19096 USA. 10½×7½ in. Pp 466+appendix, glossary, bibliography and indexes \$20.

Many books have been written on the subject of spices, no doubt because the romantic history of the subject commends itself to an author. For the pharmacist and student pharmacist there has been no lack of readily available information because most of the chief spices are covered in all the standard text books on pharmacognosy.

But this book is quite extraordinary in being a combination of a well-produced pharmacognosy book solely devoted to spices and a “glossy” cookery book.

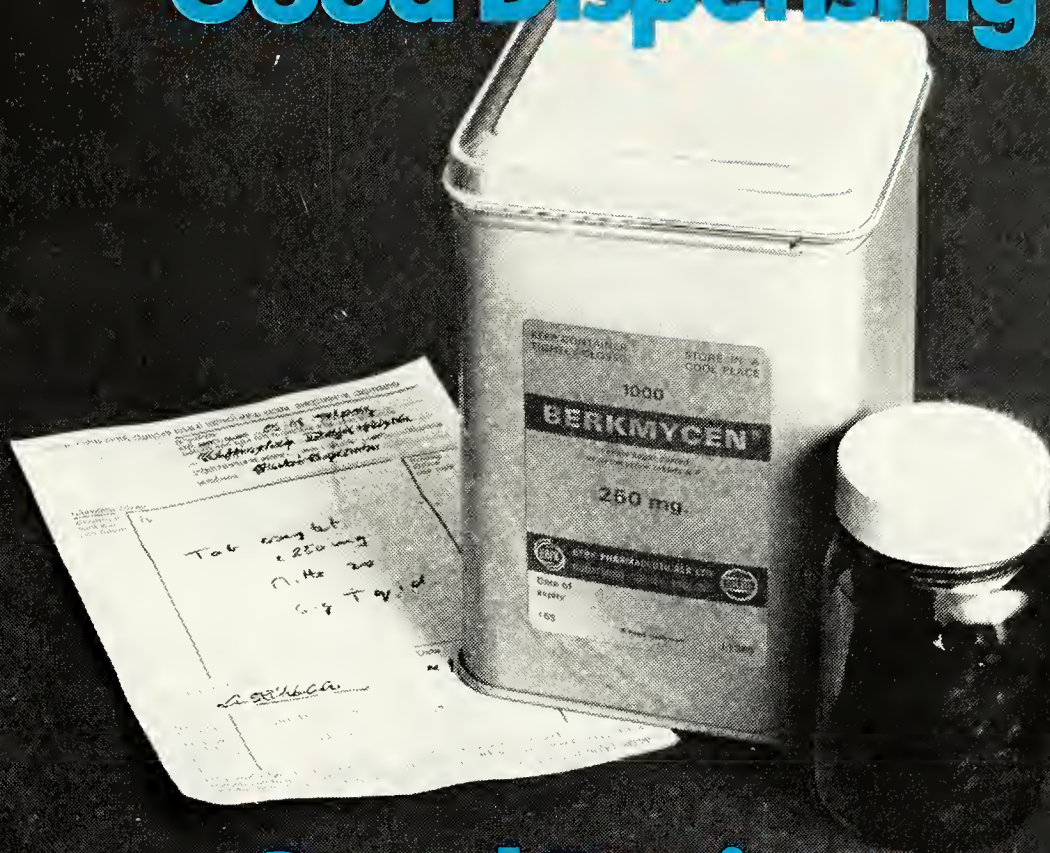
The historical side is dealt with in Part one (pp 82).

The main section is comprised of descriptive chapters on the 35 most important spices and herbs. Each gives in easily-readable form the spice’s habitat, history, cultivation and preparation for the market and its variety of uses other than culinary. Each chapter concludes with a selection of “kitchen-tested” recipes selected from the files of the American Spice Trade Association.

Making the book an attractive addition to anyone’s bookshelves are the profusion of illustrations, many being in colour. Each spice is accompanied by a botanical print. There are also illustrations of the finished products of the recipes which will interest most readers, whether gourmets or otherwise.

The author spent from 1947 to 1959 in Guatemala where he managed plantations of cinchona and farms for the production of essential oils and spices. In 1960 he was honoured by that country’s Government for helping Guatemala to become the pre-eminent cardamom-producing country of the Western Hemisphere.

Good Dispensing



Good Business

Both by professional and business standards BERK Economy Brands are the best choice for "open" prescriptions.

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Approved Name	Berk Brand Name	Presentation	Packs
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Erythromycin	ERYCEN [*]	Tabs 250 mg	100 & 500
Imipramine	BERKOMINE [®]	Tabs 10 mg Tabs 25 mg	250 & 1000 200 & 1000
Nitrofurantoin	BERKFURIN [®]	Tabs 50 mg & 100 mg	100 & 1000
Oxytetracycline	BERKMYCEN [®]	Tabs & Caps 250 mg Syrup 125 mg/5 ml	100 & 1000 500 ml
Penicillin V	ECONOPEN [®] V	Tabs 125 mg & 250 mg	100 & 500
Phenylbutazone	FLEXAZONE [®]	Tabs 100 mg Tabs 200 mg	250 & 1000 250
Quinidine sulphate	AURIQUIN [*]	Tabs 200 mg & 300 mg	100 & 500
Tetracycline	TETRACHEL [*]	Tabs 250 mg Caps 250 mg Syrup 125 mg/ml	100 & 1000 100 & 500 500 ml

Further details available on request



BERK PHARMACEUTICALS LIMITED · GODALMING & SHALFORD · SURREY

^{*}Trade Mark [®] Regd. Trade Mark

J.3043



WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS

prices and Purchase Tax are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price
enhancement. Italic figures (2 9) is manufacturers price. Light upright figures (2 9) is a suggested guide.

Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. I=Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
nds (1227 THP)				eyeliner cake	8 0ea	4 5ea	18 9				
fectant medium	16 11	—	1 10	eyeliner/eyebrow					24	38 6	14 1½ 5 9
giant	23 2	—	2 7	pencil	3 0ea	1 8ea	7 0		cough pastilles	2oz	19 3 7 0½ 2 11
economy	34 8	—	3 10	eye shadow trio	8 0ea	4 5ea	18 9		cough linctus		
y (705 Kirby)				fashion tan	7 6ea	4 1½ea	17 6		adult†	55ml	35 0 — 4 2
mer treatment	66 0	—	9 6	lip shield	12 0ea	6 7ea	28 0		childst†	55ml	35 0 — 4 2
pack	—	—	— D	lipstick	5 0ea	1 10ea	11 6		junior aspirin	50	14 6 — 5 3½ 2 2
ts (104 BP)				pearlised	4 6ea	2 6ea	10 6		junior pain reliever	60ml	24 6 — 2 11
ts's powders	21 9	8 0	3 0	over 'n' under	4 6ea	2 6ea	10 6		nasal spray	20ml	31 0 — 3 9
in (2 Abbott) TS				mascara	5 5ea	3 0ea	12 6		sore throat spray†	7.5g	40 6 — 4 11
tabs 250mg	100	23 0ea	— 34 6	natural eye care cream	10 6ea	5 9ea	24 6		Anaspasmine (1490 IAPS)		
1000	200 0ea	—	— I	natural body beautifier	8 3ea	4 6½ea	19 3		125ml	52 0	19 1 7 4
lim (1467 AP & T)				natural hand lotion	13 0ea	7 2ea	30 6		500ml	15 0ea	5 6ea 25 6
ts	60	120 0	44 0	natural leg moisturiser	6 9ea	3 8½ea	15 9		Andre Philippe (48 AP)		
(682 KCL)				natural moisture plus	5 3ea	2 11ea	12 3		bath salt decanter	29	75 0 41 3 12 11
shave	36 0	19 10	6 3	natural moisturiser	8 0ea	4 5ea	18 9		bubble bath		
a (60 Arden)				natural skin cleanser	7 6ea	4 1½ea	17 6		bubble bottle	25	32 0 11 9 4 11
m101.02	—	—	22 0	natural skin toner	11 0ea	6 0½ea	25 6		cruet set	31	63 0 23 1 9 11
(930 P & B)				sooth	6 9ea	3 8½ea	15 9		swan dimple	3	32 0 11 9 4 11
lo (1476 SMP)				Allophen (938 PD)†s7	12 0ea	6 7ea	28 0		piggy bank	21	35 0 12 10 5 6
porin (208 8W) TS				pills	6 0ea	3 3½ea	14 9		Cologne swan dimple	23	29 0 16 0 4 11
0.5mu.	12 4ea	—	17 0	Alpine (301 Coty)	9 3ea	5 1ea	21 6		toilet water decanter	26	75 0 41 3 12 11
(608 Hinders)				Alusac (218 Calmic)	7 6ea	4 1½ea	17 6		hearts and flowers	33	— — — D
pr.	27 0	3 7	—	tablets	12 0ea	6 7ea	28 0		three for beauty	18	— — — D
to-Culver (1437 ACC)				Amami (105 8TD)	6 6ea	2 4½ea	13 6		Cologne dimple bottle	37	13 0 7 2 2 3
Set hair spray				styling lotion					Cologne/lavender		
ral hold	120g	32 0	17 6 5 3	Ambassador (1375 ATPL)	40	60 0	22 0 9 4		10oz	24	23 0 12 8 3 11
303g	51 10	28 6	8 5	after shave lotion	200	22 11ea	8 5ea 42 10		Cologne swan dimple	36	13 0 7 2 2 3
120g	32 0	17 6 5 3		65ml	10 3ea	5 8ea	24 0		baby	4	16 0 8 9½ 2 9
303g	51 10	28 6	8 5	113ml	15 0ea	8 3ea	35 0		Cologne bubble bottle	38	29 0 15 11½ 4 11
greasy hair	120g	32 0	17 6 5 3	plastic pack	8 2ea	4 6ea	19 0		unicorn	18	123 0 67 8 21 0
303g	51 10	28 6	8 5	Cologne for men 65ml	12 11ea	7 1ea	30 0		Andrex (153 BSC) 25 case minimum order		
lotion	24 2	13 4	3 11	113ml	19 9ea	10 10ea	46 0		tissue 2-roll	32 6	— 2 4 D
200g	29 11	10 11	4 5	plastic pack	9 9ea	5 4ea	23 0		(1½ doz.)		
hairdressing				80g	8 9ea	4 10ea	21 0		Androstone (1087 Roussel)		
ular or blue)	42g	45 4	25 0 7 6	deodorant aerosol 185g	5 4ea	2 11ea	12 6		Anestan (47 Anestan)		
repray	130g	73 9	40 7 12 0	spray 70g	4 9ea	2 7ea	11 0		Anestan (325 C-A)		
220g				hair oil for men 65ml	10 3ea	5 8ea	24 0		Angel Face (256 CPL)		
may for grey)	176g	73 9	40 7 12 0	pre-shave lotion 65ml	15 0ea	8 3ea	35 0		Brush Alive	41 0	20 11 6 6
(1545 Vestric)				113ml	8 2ea	4 6ea	19 0		eye pencil	16 9	8 7 2 8
(1154 SNP)				plastic pack	11 6ea	4 3ea	24 0		eye shadow compact	14 2	7 3 2 3
preparations				5½oz	4 10ea	1 9ea	10 0		powder	18 11	9 8 3 0
orescein 2%				refill 5½oz	5 10ea	2 2ea	12 0		face powder small	17 4	8 10 2 9
eri units	10	26 4ea	—	soap tablet 6½oz	7 7ea	4 2ea	18 0		lipstick	30 0	15 4 4 9
xitrol drops 5ml	12 0ea	—	—	talc for men 65g					Stayfast	15 9	8 9 2 6
ment	10 11ea	—	—	vitamix hair tonic					liquid make-up tube	21 7	11 0 3 5
tracaine steri				113ml	11 6ea	6 4ea	27 0		bottle	34 2	17 6 5 5
nits †	10	26 4ea	—	forty-four range					mascara compact	7 4	3 9 1 2
(599 Henleys)				after shave lotion					Nothing On	27 5	14 0 4 4
/colostomy bags 24	42 0ea	—	— I	100cc	8 11ea	4 11ea	21 0		vanity case	31 0	15 10 4 11 I
ustable elastic				Cologne	10 6ea	5 9ea	25 0		cream powder case &		
elts	5 0ea	—	—	deodorant Cologne	8 11ea	4 11ea	21 0		compact		
e (1071 Robins)				100cc	8 11ea	4 11ea	21 0		face powder 21g		
ules with vit. C				pre-shave lotion	8 11ea	4 11ea	21 0		Angier (172 8MCL)		
500	170 6ea	—	255 0 D	Anabac (295 CM & R)					junior aspirin	50	16 7 6 1 2 6
bury's (34 A & H)				dairy iodophor 2 gal	71 3ea	—	95 0 I		Animalintex (1073 Robinson)		
erfatted soap				Anadin (655 ICC)					poultice dressing (vet.)	10	47 1 17 3 8 0
urs (488 Fyde)				tablets	20	21 2	7 9 3 0		Ankle Vigger (608 Hinders)		
dy	2.5k	15 0ea	3 4ea	50	41 2	15 1	5 10		ankle bandage No. 1		
6lb	—	—	—	100	67 7	24 9	9 7		natural	106 0	— —
ral-Mite (1460 Dome)				Anahaemin (179 8.D.H.)					pr.	93 0	— —
ified house dust				ampoules 1ml x 25					Anne French (655 ICC)		
atment set	210 0ea	—	262 6	vials 10ml					cleansing milk	37cc	18 5 10 2 3 0
y (39 Almay)				Ananase (1080 Rorer)					79cc	30 2 16 7 4 11	
compact refills				(distributors 324 Crookes)					golden tan	26g	22 3 12 3 3 6
brow pencil				tablets	50	30 0ea	11 10ea		Anzora (47 Anestan)		
liner cake				48		—	—		Anzora (325 C-A)		
shadow with				Anapax (1053 Rexall)					Apple Blossom (596 HR)		
lighter				cold and flu mixture					bath essence	3303	— — 20 0
h blush				250ml	28 3	10 4½	4 2		salts	3319	— — 21 0
1533 Alo)				cold sore lotion 5ml	17 0	6 2½	2 6		cubes	3321	— — 11 0
r tan	.7 6ea	4 1½ea	17 6	cold tablets	25 0	9 2	3 9		deodorant spray	2422	— — 14 0
uty masque	12 0ea	6 7ea	28 0						anti-perspirant	2433	— — 16 6
uty matte	6 9ea	3 8½ea	15 9								
n ointment	10 3ea	5 8ea	24 0								
	7 6ea	4 1½ea	17 6								
	6 0ea	2 2½ea	12 6								
	9 3ea	3 5ea	19 0								

the most versatile digitalis glycoside

LANOXIN brand DIGOXIN

TABLETS • SOLUTION • INJECTION • PÆDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.



	Trade	Tax	Retail
dusting powder	3208	—	25 0
drum	3212	—	13 0
spray bottle	3233	—	14 6
sprinkler flask	3236	—	22 6
foaming bath oil	2234	—	13 6
hand lotion	3032	—	23 0
perfume creme	3111	—	37 0
perfume	3013	—	21 0
concentrated	3122	—	80 0
perfume mist	3002	—	18 6
crystal bottle	3006	—	29 0
skin perfume spray	3022	—	35 0
refill	3023	—	19 6
soap guest, six	3331	—	12 0
complexion,	—	—	—
three	3333	—	15 0
bath, three	3336	—	22 6
solid fragrance stick	3020	—	15 0
stroke on perfume	3130	—	21 0
travellers joy	3460	—	30 0
Apres Soleil (525 Golden)	120cc	70 8	38 10
Apyrogen (34 A & H)	—	—	—
Aquacene (1545 Vestric)	50	40 0	5 0
tablets	—	—	—
Archanium (974 PC)	100g	72 0	27 0
powder	—	—	—
Ardena (60 Arden)	—	—	—
bronze glow	712-00	—	17 0
covering cream	123-01	—	16 0
highlighter	542-00	—	29 0
refill	543-00	—	13 0
mosque	108-99	—	28 0
powder	520-00	—	18 0
514-00	—	—	29 0
511-00	—	—	22 0
shader	544-00	—	29 0
refill	545-00	—	13 0
sun control	713-00	—	23 0
traveller II case	956.00	—	45 0
wax depilatory set	720.00	—	55 0
refill	721.00	—	17 0
Arnold's (1415 Arnold)	—	—	—
dried brewer's yeast	1lb	52 0	6 6
Ash-Ling (Melina 1406 5GBP)	—	—	9 6
deodorant	—	—	15 6
creamy skin perfume	—	—	—
Aspro (893 Nicholas)	8	31 6	10 8
tablets	(4doz)	(4doz)	1 2
24	44 8	15 2	3 0
60	44 5	15 1	6 0
120	73 10	25 0	10 0
Astral (333 Cupal)	—	—	—
air fresheners	—	—	—
bubble pack blocks	—	—	2 0
Petal Fresh toilet	—	—	—
aerosols	—	—	3 11
kitchen deodorant	—	—	—
Nice'n Fresh	—	—	5 11
bathroom	—	—	—
Atkinsons (76 Atkinson)	—	—	—
English lavender	—	—	—
parfum de toilette	79 6	43 9	13 6
mini mist	—	—	—
Gold Medal eau de	—	—	—
Cologne parfum de	79 6	43 9	13 6
toilette mist mini	—	—	—
A toi (76 Atkinson)	88 6	54 2	15 0
parfum de toilette	—	—	—
mini mist	—	—	—
Atrixio (1164 55L)	404	17 0	9 1
hand care tin	408	25 3	13 6
426	43 10	23 5	7 3
403	52 6	28 1	8 6
409	150 0	80 0	24 3
tube	406	21 7	11 7
Aureomycin (340 C of GB) T5VPO	—	—	—
powder 2% 6x15g	35 0ea	—	52 6
Babettes (153 B5C) 25 case minimum order	10	46 5	2 6
baby napkins	(2 doz)	—	—
20	46 5	—	5 0
pants	31 2	—	3 3
Babezone (488 Flyde)	—	—	—
bronchial syrup	30z	24 2	8 10
Bablets (485 Fulford)	15 7	5 9	2 5
Babyblend (810 Maw)	—	—	—
wool	346.00	10 0	1 3
Babyclean (47 Anestan)	—	—	—
Babyclean (325 C-A)	—	—	—
Baby Life (1499 BLP)	—	—	—
baby pants	7 0	—	10
unpacked	21 6	—	2 6
triple pack	15 0	—	1 10
handy single	NI	26 6	3 4
twin	NI	15 6	2 0
large single	N5	27 0	3 5
twin	—	—	—
terry squares	12	37 6ea	52 6
standard	6	19 6ea	27 11

	Trade	Tax	Retail
Boctylon (1087 Roussel)	—	—	—
Bain Nouveau (624 Houbigant)	—	—	—
body powder mist	3733	—	20 0
Cologne friction	3729	—	25 0
3727	—	—	45 0
3728	—	—	76 0
Balenciaga (480 FP) existing entry	—	—	—
Balenciaga (386 Douek)	—	—	—
eau de Balenciaga	1 1/2oz	19 0ea	10 5ea
7oz	32 6ea	17 10ea	68 6
7oz	52 0ea	28 7ea	110 0
15oz	76 0ea	41 9ea	160 0
Ballet (702 KC) 10 case minimum order	—	—	—
toilet tissue twin roll	28 10	—	7
(2doz)	—	—	—
Bamyl (456 F5 & 5) existing entry	—	—	—
Bamyl (456 F5 & 5)	—	—	—
bath extract	12oz	44 3	16 3
1gal	23 10ea	—	6 6
shampoo	2oz	12 5	4 7
4oz	19 0	7 0	2 10
1gal	14 0ea	—	—
shaving stick refill	9 7	3 6	1 5
toilet soap	98 9	36 6	1 3
(1gross)	—	—	—
Bansor (1232 T & R)	—	—	—
mouth and throat	12 9	4 8	2 3
antiseptic	—	—	—
Barkers (87 Barker)	—	—	—
liquid of life	28 0	10 3	4 0
72 0	26 5	10 0	—
tablets	72 0	26 5	10 0
Barret (485 Fulford)	—	—	—
Swiss hand treatment	—	—	—
small	41 0	22 7	7 0
Basic Sheen (60 Arden)	414.00	—	22 0
Beechams (104 BP)	—	—	—
pills	21 9	8 0	3 0
42 3	15 6	5 10	—
8	21 9	8 0	3 0
19	43 5	16 0	6 0
30	57 11	21 3	8 0
60	15 1ea	5 7ea	5
+ hot lemon	29 0	10 8	4 0
tablets	16	21 9	8 0
40	45 3	16 0	6 0
Bellobarb (17 Agprolin) † 154A	—	—	—
tablets	100	5 0ea	—
500	20 0ea	—	—
Bengers (1530 Fisons)	—	—	—
food	0'	41 7	4 4
'1'	71 4	—	7 5
'2'	119 8	—	12 5
'3'	17 5ea	—	21 11
Benzodent (300 Cottrell) †	—	—	—
denture ointment	tube	4 6ea	6 9
Benzthiazide (1087 Roussel)	—	—	—
Betadine (878 Napp)	—	—	—
vaginal douch	240ml	15 0ea	20 0
vaginal gel	90g	17 6ea	23 4
Bidrolar (61 APC)	—	—	—
syrup	100 ml	5 0ea	7 6
Bilax (485 Fulford)	—	—	—
pills	50	18 0	6 7
Bile Beans (1530 Fisons)	—	—	—
small	8 5	3 1	1 2
med.	20 4	7 5 1/2	3 0
family	42 4	15 6	6 0
Bilostat (1314 Weddel)	—	—	—
Binasin (333 Cupal)	6oz	25 6	8 5
Binki (419 Elsinor) existing entry	—	—	—
Binki (419 Elsinor)	—	—	—
baby pants	12 0	—	1 6
elastic leg	12 0	—	1 6
bound leg	22 0	—	2 9
luxury	34 0	—	4 3
Princess	27 0	—	3 3
party pants 3 row	42 9	—	5 3
6 row	50 6	—	6 3
Rosebud	18 0	—	2 for 4 6
under nappies	22 0	—	2 for 5 6
ex. large	—	—	—
Bio-Clear (596 HR)	—	—	—
coverfluid	0841	—	15 0
cream	0801	—	12 0
minute make-up	0852	—	12 0
0860	—	—	2 6
medicated puff	0822	—	12 6
pore lotion	0832	—	9 6
shampoo	0870	—	33 0
treatment set	0813	—	14 0
wash	—	—	—
Biokets (1053 Resall) †	18	23 0	2 11
Bisks (1530 Fisons)	—	—	—
chicken flakes	1 meal	21 0	2 3
4 meal	44 6	—	4 9
chocolate biscuits	19 2	4 2 1/2	2 5
chocolate digestive	51 8	11 4	6 6
chocolate Vienna wafers	19 10	4 4	2 6
1 meal	51 7	11 4	6 6
4 meal	—	—	—

	Trade	Tax	Retail
digestive sweetmeal	8oz	47 9	—
sandwich biscuits	12	42 10	—
water biscuits	4oz	29 2	—
7 1/2oz	43 8	—	—
15oz	77 9	—	—
Bisma-Rex (1053 Resall)	—	—	—
powder trial	17 0	6 2 1/2	2
standard	28 6	10 5 1/2	4
medium	48 0	17 7 1/2	7
tablets	40	20 0	7 4
100	38 0	13 11 1/2	5
Bismag (655 ICC)	—	—	—
powder large	33 6	12 3	4
tablets	75	20 0	7 4
165	35 3	12 11	5
BiSoDol (655 ICC)	—	—	—
powder	18 3	6 8	2
33 6	12 3	4	—
tablets	30	18 3	6 8
100	40 0	14 8	5
Bleachine (60 Arden)	—	—	—
cream	105-02	—	17
Blenderm (1500 MM & M)	—	—	—
surgical tape	65 2	—	4
1/2 in x 5yd	(2 doz)	—	—
lin x 5yd	57 9	—	7
1 1/2 in x 5yd	(1 doz)	—	—
(3 doz)	54 10	—	10
Blue Grass (60 Arden)	—	—	—
bath cubes	733-75	—	17
bath mitt	743-75	—	26
bath oil	766-82	—	48
5 phials	766-00	—	35
salts, fine	765-75	—	25
753-75	—	—	42
brilliantine	301-75	—	13
deodorant liquid	724-90	—	13
aerosol	—	—	28
stick	729-00	—	15
fluffy	730-00	—	15
roll on	731-00	—	13
dusting powder	755-75	—	15
746-75	—	—	31
754-75	—	—	36
759-75	—	—	63
739-75	—	—	23
tin	744-75	—	16
eau de parfum	800-37	—	35
flower mist	800-32	—	22
800-21	—	—	30
800-23	—	—	47
800-22	—	—	47
800-46	—	—	30
800-56	—	—	30
800-24	—	—	35
800-25	—	—	55
fluffy milk bath	740-88	—	36
gift box	969-00	—	110
979-00	—	—	150
980-00	—	—	155
987-01	—	—	145
988-01	—	—	330
989-01	—	—	600
week ender	324-75	—	29
hair spray	316-75	—	13
318-75	—	—	22
hand lotion	347-75	—	13
347-71	—	—	21
347-97	—	—	42
347-88	—	—	21
moisture bath	761-75	—	52
perfumair	800-06	—	35
de luxe	800-07	—	40
perfume	800-41	—	85
800-42	—	—	135
800-43	—	—	200
800-44	—	—	350
800-50	—	—	44
perfumiser	—	—	—
gold atomiser	800-48	—	74
refill	800-34	—	50
perfume mist	800-33	—	75
oil	800-35	—	40
soap, bath (3)	748-75	—	36
hand (3)	749-75	—	22
travel	752-75	—	12
solid Cologne	825-01	—	16
Blue Velvet (1164 55L)	—	—	—
Body Mist (105 BTD)	—	—	—
deodorant aerosol	36 5	20 1	5
spray	28 5	15 8	4
Bourjois (150 Bourjois)	—	—	—
bath cubes Freesia	9337	11 2	6 1
rouge rosette brun	117	15 4	8 5
2	—	—	—
soap polythene bag	9379	19 6	8 2
pack (4)	—	—	—
talcum Mountain	9349	21 3	11 8
Heather	—	—	—
Bourn-Vita (216 Cadbury)	—	—	—
2lb	20 0	—	2
3lb	35 8	—	3
1lb	62 1	—	6
Bravit (489 Galen)	—	—	—
tablets	100	21 8ea	32
500	100 0ea	—	150

	Trade	Tax	Retail
k (1509 C of GB)			
mpoos for dry hair,			
ly hair, normal hair			
sachet	17 3	6 6	10
	(3 doz)	(3 doz)	
70cc	22 9	8 5	3 3
120cc	34 0	12 6	4 11
packs	—	—	— D
ze (756 Lever)			
toile:	52 5	19 3	1 2
	(6 doz)	(6 doz)	
bath	41 6	15 3	1 10
	(3 doz)	(3 doz)	
ow's (105 BTD)			
mpoo's			
eam, liquid			
standard	16 1	5 11	2 3
economy	25 0	9 2	3 6
ee & Lovely			
sachet	5 11	2 2	10
standard	20 10	7 8	2 11
economy	38 8	14 3	5 5
odeine (324 Crookes)	†DDI		
100ml	47 0	17 0	—
500ml	17 3ea	—	—
2l	65 10ea	—	—
nley (194 Bronnley)			
isepic lotion	—	—	8 7
orant roll-on			
10cc	—	—	4 0
56cc	—	—	8 0
p			
isepic	0146	—	3 0
th ball	0108	—	13 7
mon toilet	6122	—	3 0
ath	0613	—	5 5
ap-on-a-rope	6136	—	9 0
0619	—	—	11 7
e-make up	0523	—	3 0
onge	0109	—	10 0
rtle oil toilet	0642	—	2 5
ath	0643	—	4 0
isitors	0641	—	1 9
ets (147 Boots)			
100	50 0ea	—	75 0
500	240 0ea	—	360 0
(446 Fl)			
on	12 6ea	6 11ea	27 6
cream (105 BTD)			
enser large	—	—	D
anan (1220 CT)			
ngectomy protector	42 6ea	—	50 0
ivers (234 Cartwright)			
DI	—	—	D
ury (216 Cadbury)			
etic chocolate	—	—	2 7
in	—	—	—
xen (211 Butler)			
100ml	33 0	12 1	5 3
3oz	—	—	D
um-Sandoz (1098 Sandoz)			
up	—	—	D
250ml	—	—	D
ogon (221 Camden)			
se ringworm treat-			
ant	450ml	24 0ea	8 10ea 44 10
alia (60 Arden)			
d cream	342.99	—	13 0
e (350 Dana)			
orant spray talc	6 9ea	3 9ea	15 0
ogne sprayette	8 8ea	4 9ea	19 6
n (1136 Silber)			
era:			
nonet QL 19	—	—	1199 5
QL 17	—	—	1399 6
edrodine (211 Butler)			
ol (1-54 Dermal)			
mpoo gel	120g	8 9ea	3 2½ea —
Nome (1053 Rexall)			
spray	383g	44 6	24 5½ 7 6
onet (115 5 & N)			
adherent dressings			
× 3½ × 3½ CT4	34 5	—	4 0
× 3½ × 3½ CT3	59 6	—	6 11
n × 4yd strip CT2	107 6	—	12 6
oquin (878 Napp)			
ets	100	75 0ea	100 0
(532 Goya)			
d cream	32g	—	—
on (228 Carlton)			
ension NK	—	—	D
ycin (228 Carlton)			
ension	4oz	—	—
16oz	87 0	26 6ea	—
ation (339 CG)			
ion rings thin	16 0	—	2 0
opody felt	16 0	—	2 0
n rings thin or	16 0	—	2 0
ck	—	—	—
ax (208 BW)			
urella vaccine (vet.)	9 4ea	—	14 0
an (518 Glaxo) 8oz	65	—	7 7
ills (Dr.) (104 BP)			
ets	54 3	—	5 10
obalin (930 P & B)			
ip	115ml	40 0	5 0
4oz	—	—	D

	Trade	Tax	Retail
Celtex (1164 55L)			
sanitary belt adjust-			
table	18 7	2 6	2 4
sanitary towels			
super soft	12 25 11	—	2 8
	18 36 6	—	3 9
	30 58 4	—	6 0
Cendevax (1153 5KF)T5			
rubella vaccine			
single dose vial	21 4ea	—	32 0
Cephos (104 BP)			
powders	8 21 9	8 0	3 0
	60 15 1ea	5 7ea	5 0
tablets	21 9	8 0	3 0
Ceporex (518 Glaxo) T5			
tablets 250 mg	75 0ea	—	112 6
	100 360 0ea	—	540 0
500 mg	20 147 6ea	—	221 3
	100 710 0ea	—	1065 0
Cerevon (218 Calmic)			
elixir	53 0	—	6 8
	100ml 14 6ea	—	—
500ml	46 0	16 10	7 2
tablets	100 35 3ea	—	—
1000	—	—	—
Certor (786 Macdonald)			
bandage crepe			
2in × 5yd	28 8	—	—
2½in × 5yd	34 1	—	—
3in × 5yd	40 2	—	—
3½ × 5yd	47 8	—	—
4in × 5yd	54 1	—	—
6in × 5yd	78 8	—	—
cellulose tissue 16oz	61 0	—	—
gauze plain unsterilised			
25yd	18 1ea	—	—
50yd	35 9ea	—	—
100yd	70 8ea	—	—
cotton wool			
hospital quality 8oz	36 0	—	—
Cestra (1073 Robinson)			
lace masks standard	230 0	—	27 6
	(1 gross)	—	(1 doz)
Cetavlon (649 ICI)			
tincture 100ml	—	—	D
Cetiprin (678 Kabi)			
(distributors 1545 Vestric)			
tablets 50mg	50 8 0ea	—	12 0
	250 32 0ea	—	48 1
100mg	50 16 10ea	—	25 3
	1000 177 4ea	—	266 0
Chamade (548 Guerlain)			
Cologne spray 1½oz	—	—	39 6
eau de toilette 3½oz	—	—	69 0
spray 100cc	—	—	110 0
perfume ½oz	—	—	87 6
	—	—	130 0
	—	—	210 0
	—	—	355 0
	—	—	560 0
spray 7cc	—	—	97 6
Chantage (76 Atkinson)			
parfum de toilette			
mini mist	88 6	54 2	15 0
Chantilly (624 Houbigant)			
compact 1392	—	—	D
Chapstick (1071 Robins)	19 0	7 0	2 11
Charles Perry (960 Perry)			
almond deep-cleanser			
115cc	—	—	9 6
580cc	—	—	36 11
aqua euphrasie eye			
lotion 115cc	—	—	8 3
avacado hand cream			
115cc	—	—	8 3
calendula talcum 84g	—	—	8 3
cosmetic lotion 115cc	—	—	9 6
cucumber astringent			
115cc	—	—	9 6
580cc	—	—	36 11
Indian elm foundation			
115cc	—	—	10 11
lemon deep-cleanser			
115cc	—	—	9 6
580cc	—	—	36 11
marshmallow skin			
tonic 115cc	—	—	9 6
580cc	—	—	36 11
perfume No. 2, No. 5,			
ashen violet, blue			
narcissus, fougere,			
giroflee, iasmin, lilly			
of the valley, celeste	—	—	14 4
protein skin cream			
115cc	—	—	10 11
seaweed bath essence			
115cc	—	—	8 3
580cc	—	—	31 5
shampoo's wild honey,			
herbal, plant oil			
115cc	—	—	6 4
580cc	—	—	23 8
sunflower tissue oil			
115cc	—	—	12 3
580cc	—	—	46 6
sun tan oil			
115cc	—	—	8 3
580cc	—	—	31 5
vitamin hair tonic			
115cc	—	—	9 6
580cc	—	—	36 11

	Trade	Tax	Retail
wheat germ beauty			
mask 115cc	—	—	12 3
wild honey hair nutrient			
115cc	—	—	8 3
hand cream			
115cc	—	—	8 3
for men			
after shave balm			
115cc	—	—	12 3
lotion			
115cc	—	—	12 3
hair cream			
115cc	—	—	12 3
talcum			
84g	—	—	12 3
Chemico (302 Chemico)			
household cleanser			
medium	53 2	—	2 11
	(2 doz)	—	—
large	43 10	—	4 10
	34 8	—	11 7
	(½ doz)	—	—
28lb	26 9ea	—	—
Chiefs (702 KC) 10 case minimum order			
handkerchiefs	23 8	3 6	7
	(6 doz)	(6 doz)	—
Chlorstreptin (938 PD)			D
Chypre (301 Coty)			
creamy skin perfume			
2958	10 1ea	5 6½ea	21 0
dusting powder	348	14 3ea	7 10ea 29 9
refill	29351	7 11ea	4 4ea 16 6
perfume	113	14 1ea	7 9ea 30 0
spray	112	19 9ea	10 10ea 42 0
Cicatrion (218 Calmic)			
powder 5g	—	—	D
Clairol (172 BMCL)			
Loving Care lotion	52 9	29 0	9 0
Nice N'Easy lotion	65 11	36 3	11 0
Summer Blonde			
lightener	60 0	33 0	10 0
Clearway (256 CPL)			
men's hairdressing	54 8	27 10	4 3
	(2 doz)	(2 doz)	—
	86 10	44 3	6 9
	(2 doz)	(2 doz)	—
Clic (538 Greebex)			
magnetic soap holder	21 0	3 0	3 0
Clinitetrin (518 Glaxo) T5			
syrup 100ml	72 0	—	9 0
tablets 1000	270 0ea	—	405 0
Clovecide (1208 Syn)			
weed killer 4oz	64 0	8 —	0
Codural (1053 Rexall)†			
tablets	15 23 6	8 7½	3 6
Cojene (1530 Fisons) †DDI			
tablets	20 20 8	7 7	3 3
Colgate (280 CP) 5 pack minimum order			
instant shave	17 11	6 6	5 3
	(½ doz)	(½ doz)	—
dental cream standard	75 11	27 6	2 9
	(4 doz)	(4 doz)	—
large	81 0	29 4	3 11
	(3 doz)	(3 doz)	—
ex-large	38 2	13 10	5 6
fluoride toothpaste			
standard	38 0	13 10	2 9
	(2 doz)	(2 doz)	—
large	54 0	19 7	3 11
	(2 doz)	(2 doz)	—
Colivac (328 CCC)			
(vet.) 100ml	33 0ea	—	49 6
Collis Brown's (345 Davenport) †DDI			
compound	17 8	6 6	2 7
	31 9	11 8	4 7
Collo-Cal-D (324 Crookes)			
bottle	100ml	38 0	4 9
	500ml	11 0ea	—
Collotone (324 Crookes) †			
100ml	27 0	10 0	4 3
	200ml	43 0	16 0
	2l	22 8ea	—
Coltapaste (115 5 & N)			
zinc and coal tar bandage			
3½ × 6yd	40 11	—	4 9
Coltex (1232 T & R)			
cream	20 0	—	2 6
Combizym (1490 IAP5)			
compound dragees 20	6 4ea	2 4ea	10 10
	100 28 6ea	10 5ea	48 5
	500 122 11ea	45 1ea	209 0
Complan (518 Glaxo)			
1lb	53 0	—	5 5
Compound "W" (655 ICC)			
wart remover	21 2	7 9	3 0
Cool Charm (105 BTD)			
deodorant roll-on	38 1	21 0	5 11
refill	31 1	17 2	4 10
Coolene (682 KCL)			
sunburn relief	22 0	8 1	3 6
Cooltan (682 KCL)			
sun bronzing lotion	52 0	28 7	9 0
suntan cream	No. 1	26 0	14 4
	No. 2	38 0	20 11
	No. 3	52 0	28 7

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Coopaphene (295 CM & R)				Slenderline pressed					loose	12 8	7 0
liquid drench 1qt	22	2ea	29 7	powder compact 585	80 0	44 0	14 0		stypitic pencils	3in carded	3 4
1 gal	76	6ea	102 0	sub tint 541	29 0	15 11½	5 0		2in in case	5 4	1 11
paste cartridges (6)	67	6ea	90 0	sunshimmer					syringe ear NH5 2oz	26 0	—
Coopavite (295 CM & R)				make-up 538	80 0	44 0	14 0		teething rings carded	3 7	—
(vet) No. 11 50lb	87	6ea	105 0	translucent					whirling spray 8oz	120 0	—
Coopermatic (295 CM & R)				highlighter 535	75 0	41 3	13 0		Cupal (333 Cupal)		
machine (AC 230V)	112	6ea	150 0	loose powder 580	86 0	47 3½	15 0		baby cream 4oz	19 9	6 6
(battery) 127	6ea	—	170 0	pressed powder 583	75 0	41 3	13 0		bismuthated magnesia	14 9kg	4 10kg
aerosol refill fly	25	0ea	33 4	Cow and Gate (307 C&G)					ovals under 7½kg	14 3kg	4 8kg
killer				milk food					7½kg and less than	13 9kg	4 6kg
Coopers (295 CM & R)				full cream 16oz	46 8	—	4 5		12½kg		—
veterinary				hali cream 16oz	46 8	—	4 5		15kg and over		—
border liquid dip†	30	5ea	38 0	humanized 16oz	46 8	—	4 5		cherry bark red ring	32 0	10 7
1 gal	130	5ea	163 0	Cutex (256 CPL) existing entry					cough syrup large	23 0	7 7
5 gal	80	0ea	100 0	Cutex (256 CPL)					diarrhoea mixture	4oz	4 0
cattle drencher	22	0ea	33 0	basecoat 25 2	12 10	4 0			adults 8oz	21 0	6 11
dairy fly spray 1 gal	14	0ea	21 0	cuticle remover 25 2	12 10	4 0			child's	15 3	5 0
dairy ointment 2½ lb	51	0ea	68 0	cream 25 2	12 10	4 0			femme aid pills	17 6	5 9
10lb	144	0ea	180 0	emery boards 15 10	8 2	2 6			juniper pills	12 9	—
drenching kit				hand lotion 130g	41 0	21 0	6 6		linseed liq. compound	24 0	7 11
farm disinfectant†				hand cream 70g	31 7	16 2	5 0		loz. bag	20 0	6 7
1gal	20	0ea	25 0	lipsticks					nipple cream	21 9	10 9
5gal	72	0ea	90 0	colour gloss 39 6	20 2	6 3			toilet preparations	21 9	10 9
fluke drencher	208	0ea	260 0	gold glisten 44 3	22 7	7 0			bay rum large	21 9	10 9
fly dip† ½gal	46	5ea	58 0	opaline 44 3	22 7	7 0			with cantharadin†	21 9	10 9
foot rot aerosol	9	9ea	13 0	swivel 39 6	20 2	6 3			Custom (1505 CD & C)		
lice and mange				nail polishes					camera cases	108 0ea	37 6ea
liquid ½ gal	48	0ea	60 0	regular 25 3	12 10	4 0			Classic III	25 5	12 4
maggot fly spray				pearl 34 9	17 9	5 6			Cutipen (485 Fulford)		
1pt	60	0ea	75 0	one coat 34 9	17 9	5 6			refill	25 5	12 4
marking fluid 1qt	7	0ea	9 4	see through 34 9	17 9	5 6			Cycloserine (413 Lilly)		
½gal	11	3ea	15 0	opaline 44 3	22 7	7 0			Pulvules 250mg	—	—
1 gal	21	0ea	28 0	gold glisten 44 3	22 7	7 0			500 & 1000	—	—
pig worm remedy				manicurist regular 49 0	25 0	7 9			Cygnat (705 Kirby)		
12 dose 3	0ea	—	4 0	pearl 55 4	28 4	8 9			orange and halibut	60 0	—
100 dose 21	0ea	—	28 0	nail hardener 50 0	25 6	7 11			vitamin tablets 100	—	—
P.T.Z. plus	52	6ea	70 0	nail flex 14g	25 2	12 10	4 0		Cypres (Rigaud (47 Anestan)		
drench gun 172	0ea	—	215 0	oily polish remover 27g	20 6	10 6	3 3		Cypres (Rigaud (325 C-A)		
ringworm aerosol	10	2ea	13 6	economy size 76g	34 8	17 8	5 6		Cystopurin (1530 Fisons)		
Safe insect powder	24	0	3 7	strong nail 14g	33 2	17 0	5 3		tablets 40	27 6	10 1
puffer 72	0ea	—	80 0	CVK (2 Abbott)					80	46 4	17 0
sheep drencher 37	6ea	—	50 0	solution 62.5mg 60ml					Cythere (Rigaud (47 Anestan)		
teat dip 2 gal				CVK with Sulphas (2 Abbott)					Cythere (Rigaud (325 C-A)		
warble fly powder 1 lb	11	3ea	15 0	solution 60ml					Dalivits (705 Kirby)		
Coppatan (682 KCL)				Crampex (657 IL)					Dandricide (1113 5 & B)		
suntan cream 38 0	20 11	6 6		tablets 18	22 6	8 3	3 6		Dandricide (25 A5)		
oil 38 0	20 11	6 6		Cream Silk (412 Elida)					Daptazole (894 Nicholas)		
foam aerosol 70 0	38 6	12 0		hair conditioner					injection 30mg 25		
Cortacream (1155 5 & N) T5				sachet 7 0	3 10	1 0			tablets 100mg 20		
bandage 3½ x 1yd 93 8	—	10 11		bottle 23 3	12 9	3 8			Decaserpyl plus (1087 Roussel) †s4B		
3½ x 2 yd 114 5	—	13 4		Creme Puff (813 MF)					tablets 100 75 0ea	—	112 6
Cortef (1263 Upjohn)				compact slim 44 8	23 4	7 6			20	—	—
ointment				refill 37 4	19 6	6 4			Decortisyl (1087 Roussel)		
acetate ointment				Cremodiazine (837 MSD)					tablets 5 mg 30	—	—
Cortisyl (1087 Roussel)				Crest (389 Druker)					Delsey (702 KC) 10 case minimum order		
eye drops 3ml				protectives					facial tissues 150	32 0	4 5
eye ointment 3g				Forma (3)	50 0	—	5 0		(2doz)	37 0	5 1
tablets 40				Naturac (3)	70 0	—	3 9		(2doz)	40 0	—
Coty (301 Coty) existing entry				dry (3)	49 0	—	—		flat pack twin	31 8	—
Coty (301 Coty)				(48 pkts)					(2doz)		1 5
airspun powder 2050	49 0	26 11½	8 6	Crookes (324 Crookes)					Deltacortone (837 MSD)		
beauty facial 316	52 0	28 7	9 0	iodine oil 100ml	54 0	20 0	8 5		tablets 1 mg	—	—
cream powder				500ml	14 10ea	5 5ea	—		Denman (1255 UP) existing entry		
compact 584	52 0	28 7	9 0	with methyl sal 100ml	48 0	18 0	7 6		Denman (1255 UP)		
refill 581	40 0	22 0	7 0	scalp lotion plain or oily 168ml	30 0	11 0	4 8		bath brush D.18	38 3	14 0
twinsset 2094	106 0	58 3½	18 6	wheat germ oil capsules 50,000 iu 25	36 0	—	—		set D.28	70 5	25 10
deodorant				100	108 0	—	—		circular massager D.6	2 11	2 11
mist 330	56 0	30 9½	9 9	hand cream					comb Mary Anne		
roll-on 319	51 0	28 0½	9 0	hand lotion					fantail D.10	7 11	2 11
eye make-up				Croskell's (306 GC)					rat tail D.11	7 11	2 11
browpencil 448	37 0	20 4	6 6	yellow mixture 200ml	22 6	8 3	3 6		minor D.16	7 11	2 11
browshadow 449	50 0	27 6	8 9	500ml	47 9	17 6	7 6		corn eraser D.34	15 5	5 8
cakeliner 453	47 0	25 10	8 3	6oz & 16oz	—	—	—		hair brushes		
eyeshadow 444	50 0	27 6	8 9	Cuckoo (453 Fecher) existing entry					gents Debonnair D.23	32 0	11 9
eyeshine 456	48 0	26 5	10 0	Cuckoo (453 Fecher)					minor D.3	64 0	23 5
linepencil 450	84 0	46 2½	14 9	alum blocks carded					styling D.1A	27 1	9 11
refill 451	30 0	16 6	5 5	animal wool ½oz	9 0	—	—		D.1B	20 9	7 7
linerbrush 452	50 0	27 6	8 9	1oz	16 0	—	—		D.4	109 4	40 1
liquidline 446	63 0	34 8	11 0	2oz	26 8	—	—		D.5	190 0	70 5
longlash 440	97 0	53 4	17 3	8oz	87 0	—	—		D.14	44 9	16 5
refill 441	67 0	36 10	11 9	bandage fasteners (6)	10 6	—	—		D.33	16 7	6 1
mascara 442	57 0	31 4	10 0	brushes iodine loose	2 9	—	—		D.19	32 0	11 9
roll-on-lash 454	84 0	46 2½	14 9	carded 3 9	—	—	—		D.17	10 3	3 9
shadowbrush 445	50 0	27 6	8 9	brushes throat NH5	13 0	—	—		D.7	19 3	7 1
stickshadow 447	59 0	32 5½	10 6	caustic pencils 40%	8 0	2 11	—		Dentec (351 Danning)		
twinshadow 443	50 0	27 4	8 9	95%	13 0	—	—		dental chewing tablet	30	25 11
foundation cream 549	54 9	30 1	9 6	droppers medicine 3 8	—	—	—		Dentifix (1430 DPLL)		
hand care 296	36 0	19 9½	6 6	eye NH5 3 8	—	—	—		denture repair kit	6 8ea	—
Innovation				ear caps babies 4 8ea	—	—	—		Depot-Glucorin (452 FBA)		
eye liner gel 401	54 0	29 8½	9 6	enemas NHS 56 0	—	—	—		ampoules 40bu 5	19 7ea	29 5
eyeshadow gel 402	54 0	29 8½	9 6	eyebaths plastic squat					Depot-Procafin (452 FBA)†		
make-up gel 400	66 0	36 3½	11 6	NHS 3 4	5	—	—		ampoules 2ml 5	75 0	—
instant cleanser 301	83 0	45 8	14 6	pedestal 3 4	5	—	—		Dermicel (672 Johnson)		
Light and Lovely 530	56 0	30 9½	9 9	eye rods NHS 1 8	—	—	—		surgical tape ½in x 5yd	26 0	—
lipstick 203	46 0	25 3½	8 0	menthol cones 9 0	—	—	—		1in x 5yd	42 0	—
mirrored case 205	55 0	30 3	9 6	nasal douche NH5 9 4	—	—	—		2in x 5yd	76 0	—
Superclear 208	52 0	28 7	9 0	nipple shield glass NHS 8 4	—	—	—		Detclo (746 Lederle) TS		
liquid base 354	52 0	28 7	9 0	polythene					tablets 300mg 500	207 0ea	—
moisture balancer 304	100 0	55 0	17 6	NHS 7 0	—	—	—				310 10
moisture veil 353	79 0	43 5½	13 9	oiled silk 12 x 12in	21 4	—	—				
all-in-one 355	72 0	39 7	12 6	36 x 36in	15 4ea	—	—				
face formers 356	98 0	53 11	17 0	pumice stone boxed	14 4	7 10	—				
nourishing cream 310	83 0	45 8	14 6								
revitalising cream 313	98 0	53 11	17 0								
rouge 255	49 0	26 11½	8 6								
skin freshener 307	83 0	45 8	13 5								

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Witt's (372 De Witt)				first aid dressings 4120	16 11	—	2 0	eyelashes 398-00	—	—	41 0
high control ts7				4121	26 11	—	3 2	extra thick 399-00	—	—	47 0
1 gal 45 0ea	—	—	—	4122	38 1	—	4 6	extra long 368-00	—	—	49 0
1 gal 80 0ea	—	—	—	wallet 4183	10 7	—	1 3	eye jewel with fixtures 396-00	—	—	22 0
medium 41 3	15 1	—	6 0	invisible 8121	26 11	—	3 2	adhesive refill 398-99	—	—	7 0
ney & bladder pills				ventilated/washable				eye liner brush 790-00	—	—	7 0
medium 41 3	15 1	—	6 0	9120	16 11	—	2 0	eye liner pencil 369-00	—	—	19 0
rm syrup 1oz 20 0	—	—	3 0	9121	26 11	—	3 2	refill 370-00	—	—	8 0
4oz 45 0	—	—	6 0	waterproof 7120	16 11	—	2 0	eye liner cake 379-00	—	—	16 0
2oz 45 0	—	—	—	7121	26 11	—	3 2	liquid 390-00	—	—	17 0
high control	—	—	—	pocket strips 7100	10 7	—	1 3	eye make-up remover 367-99	—	—	15 0
ling powder	—	—	—	first aid dressings				eye shadow cake 381-00	—	—	16 0
ocortisyl (1087 Roussel)				individually wrapped				eye shadow cream 360-00	—	—	16 0
lets 0-75 mg 100	—	—	—	and sterilised				creamy powder 377-00	—	—	23 0
mond (333 Cupal)				1 1/2 x 2 1/2 in 100 11200	85 1	—	9 11	shado III compact 377-00	—	—	29 0
ct powder	26 6	—	3 0	2 1/2 x 2 1/2 in 100 11300	108 8	—	12 8	eyebrow tweezers 774-00	—	—	23 0
ac (328 CCC)				3 x 2 1/2 in 100 11400	134 6	—	15 8	eyelash cosmetic in	—	—	19 0
ection (vet.) 100ml	33 0ea	—	49 6	1 1/2 x 1 1/2 in 100 11500	128 0	—	14 11	pastic case 392-00	—	—	19 0
efords (104 BP)				1 1/2 x 2 1/2 in 100 11600	180 2	—	21 0	faint blush 419-00	—	—	41 0
nesia	27 2	10 0	3 9	2 x 3 in 100 11700	266 0	—	31 0	fluffy cleansing cream	—	—	17 0
alm (104 BP) tDDI				waterproof				112-02	—	—	28 0
lets	43 5	16 0	6 0	1 1/2 x 2 1/2 in 100 12200	85 1	—	9 11	112-04	—	—	45 0
r (379 Dixor)				2 1/2 x 2 1/2 in 100 12300	108 8	—	12 8	112-08	—	—	75 0
ernight cream	30 0	16 6	5 2	3 x 2 1/2 in 100 12400	134 6	—	15 8	featherlight foundation	—	—	17 0
s (485 Fulford)				1 1/2 x 1 1/2 in 100 12500	128 0	—	14 11	403-00	—	—	290 0
tment	20 5	7 6	3 2	1 1/2 x 2 1/2 in 100 12600	180 2	—	21 0	gift box 950-00	—	—	55 0
s	20 0	7 4	3 0	2 x 3 in 100 12700	266 0	—	31 0	982-00	—	—	220 0
	38 0	13 11	5 9	airstrip				984-00	—	—	340 0
	59 3	21 9	9 0	1 1/2 x 2 1/2 in 100 14200	128 0	—	14 11	985-00	—	—	280 0
o (657 IL) ts7				2 1/2 x 2 1/2 in 100 14300	161 0	—	18 9	986-00	—	—	520 0
ma tablets	8	16 0	—	3 x 2 1/2 in 100 14400	203 1	—	23 8	976-00	—	—	630 0
	24	38 0	—	1 1/2 x 1 1/2 in 100 14500	188 9	—	22 0	966-00	—	—	105 0
iran (452 FBA) 54ADDI				1 1/2 x 2 1/2 in 100 14600	274 7	—	32 0	970-00	—	—	65 0
lets	dp 20	36 0	—	2 x 3 in 100 14700	401 1	—	46 9	954-00	—	—	500 0
	dp 250	27 11ea	—	first aid strip 7165	5 8	—	8	986-00	—	—	360 0
thyGray (385 DG)				first aid outfits,				985-01	—	—	42 0
tick	65 0	36 0	11 6	No. 1 4447	116 8	—	13 7	983-00	—	—	165 0
cream 4oz 71 0	39 0	12 6		plaster BPC				630-00	—	—	12 0
tions 4oz 71 0	39 0	12 6		lin x 1yd 1111	13 7	—	1 7	handkerchief tissues	—	—	5 0
4oz 71 0	39 0	12 6		2in x 1yd 1212	20 9	—	2 5	roll 777-00	—	—	15 0
thy Gray (385 DG)				lin x 3yd 1001	27 11	—	3 3	healing cream 102-02	—	—	34 0
shades 128 0	70 0	22 6		plastic strapping,				Illusion foundation	—	—	46 0
namine (1121 Searle) ts7				waterproof				410-00	—	—	22 0
lets 50mg 100	18 6ea	—	27 9	lin x 1yd 7011	11 5	—	1 4	411-00	—	—	22 0
an (655 ICC)				lin x 3yd 7001	19 5	—	2 3	invisible veil powder	—	—	47 0
al mist	38 3	—	4 3	2in x 3yd 7002	27 11	—	3 3	526-00	—	—	75 0
lets	24 45 0	—	5 0	wound dressings,				524-00	—	—	85 0
owns (1442 BCB) tDDI				standard, BPC				napoleon compact	—	—	16 0
gh bottle	30 0	11 0	4 4	1 1/2 x 2in 3 4712	5 9	—	8	refill 553-60	—	—	30 0
tilles 18 2	6 8	2 9		2 x 3in 3 4713	7 11	—	11	invisible veil pressed	—	—	13 0
aptan (922 Ortho) ts4B				Elastoweb (1155 S & N)				powder gilt compact	—	—	21 0
oules 2ml 10	44 0ea	—	66 0	stretched 3 x 6/7yd 150 10	—	—	17 7	refill 579-00	—	—	14 0
lets 2-5mg 50	13 0ea	—	19 5	Electric (813 MF)				580-00	—	—	55 0
ate (452 FBR) ts4B				bubbling bath				56700	—	—	118 0
pension 40ml	7 9ea	—	11 8	fragrance 44 8	15 7	—	6 11	refill 568-00	—	—	15 0
ets 8	5 0ea	—	7 6	dusting powder 94 8	49 6	—	16 0	leg tint 566-00	—	—	28 0
100	49 6ea	—	74 3	parfum Cologne 2oz 80 0	41 10	—	13 6	lip brush 787-00	—	—	22 0
500	220 5ea	—	330 8	parfum creme 116 0	60 7	—	19 7	lip outline pencil	—	—	19 0
(608 Hinders)				perfume phial 59 4	31 0	—	10 0	refill 644-00	—	—	8 0
riser insole pr.	53 0	7 0	—	presentation 127 4	66 6	—	21 6	lipstick case gilt	—	—	19 0
x (1160 Solport)				Elestol (452 FBA) TS				214-02	—	—	30 0
er stalls				tablets 30	10 4ea	—	15 6	flows design 658-00	—	—	35 0
ther				150	46 4ea	—	69 6	diamond cut 660-00	—	—	12 0
small 11 0	—	1 4		Elix. creosote codeine co. (211 Butler)				colour clear 637-00	—	—	12 0
medium 11 4	—	1 5		Elix. phenobarb co. (211 Butler)				silverings 636-00	—	—	52 0
large 12 4	—	1 6		Elizabeth Arden (60 Arden)				liquid night cream	—	—	92 0
ex. large 13 3	—	1 8		all day foundation 404-00	—	—	22 0	126-02	—	—	152 0
ex. ex. large 14 0	—	1 9		anti brown masque 114-01	—	—	23 0	126-08	—	—	8 0
246 TYE)				astrigent cream 104-02	—	—	28 0	make-up brush 791-00	—	—	9 0
ets 300	23 6	—	2 11	astrigent patter 770-00	—	—	45 0	794-00	—	—	18 0
1000	60 0	—	7 11	atomiser 788-00	—	—	17 0	make-up purse 326-00	—	—	42 0
crepe (1155 S & N)				base coat clear 356-65	—	—	12 0	mascarette 388-00	—	—	25 0
on crepe bandage				pearly 354-65	—	—	12 0	refill 389-00	—	—	17 0
x 5yd 3025	32 11	—	3 10	Beauty Sleep 127-34	—	—	65 0	men's	—	—	24 0
x 5yd 3003	39 5	—	4 7	127-35	—	—	115 0	after-bath talc 909-06	—	—	15 0
x 5yd 3004	52 2	—	6 1	body cream 344-88	—	—	23 0	900-00	—	—	19 0
oplast (1155 S & N)				By-lines 214-02	—	—	55 0	901-00	—	—	35 0
rip 7920	16 11	—	2 0	cleansing cream 110-02	—	—	17 0	901-11	—	—	35 0
7921	26 11	—	3 2	110-04	—	—	28 0	924-00	—	—	18 0
7922	33 1	—	4 6	110-08	—	—	45 0	Classic Cologne	—	—	32 0
7983	10 7	—	1 3	110-16	—	—	75 0	eau de Cologne	—	—	27 0
rip unit packs				colour clear blushing							
1 1/2 x 2 1/2 in 7950	100 11	—	11 9	gel			30 0				
2 1/2 x 2 1/2 in 7951	134 6	—	15 8	bronzing gel			38 0				
1 1/2 x 1 1/2 in 7952	72 5	—	8 5	colour veil set 547-00	—	—	62 0				
2 1/2 x 1 1/2 in 7953	104 6	—	12 2	compact 546-00	—	—	34 0				
3 x 3 7955	80 2	—	9 4	refill 548-66	—	—	15 0				
2 x 3 7956	161 0	—	18 9	blending brush 796-00	—	—	28 0				
rip wound dressing B.P.C.				complexion clear							
M.P. 50-3 1/2 x 2 1/2 334 7	—	—	39 0	120-02	—	—	23 0				
lage BPC unstretched				120-04	—	—	43 0				
x 3yd 1002	47 2	—	5 6	cream patter 780-00	—	—	45 0				
x 3yd 10025	57 2	—	6 8	creme blush 541-00	—	—	32 0				
x 3yd 1003	68 8	—	8 0	creme extor- 125-01	—	—	42 0				
x 3yd 1004	88 8	—	10 4	dinaire 125-02	—	—	72 0				
dressings 4119	10 9	3 11	1 7	125-35	—	—	112 0				
ors' set, case 4554	188 9	—	22 0	cuticle cream 341-00	—	—	12 0				
3in 12 455C	28 7	—	3 4	eight hour cream							
x 1 1/2 in, 24 455D	26 5	—	3 1	118-01	—	—	17 0				
rip dressings 9				118-02	—	—	28 0				
x 3in, 36 455E	28 7	—	3 4	118-99	—	—	22 0				
x 3in, 36 455F	21 5	—	2 6	tube			5 0				
lar dressings 12				eyebrow brush 781-00	—	—	8 0				
455H	28 7	—	3 4	eyebrow pencil 373-00	—	—	8 0				
sing strips				automatic 394-00	—	—	19 0				
x 1yd 4015	23 5	—	2 9	refill 395-00	—	—	8 0				
x 1yd 4025	31 9	—	3 9								
1yd 4003	36 8	—	4 4								
aid kits											
ical and factory											
o. 3 7447	116 8	—	13 7								
orists	12 4ea	1 4ea	19 11								

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
926-00	—	—	49 0	Elnett (525 Golden)					Fe-cap C (824 MCP)		
eau de toilette 923-00	—	—	23 0	Satin aerosol 75g	43 0	23 8	6 11		capsules 30	8 6ea	12
deodorant liquid 931-00	—	—	68 0	Emotion (596 HR)					1000	200 0ea	300
919-00	—	—	13 0	dusting powder 6708	—	—	35 0		Fe-cap folic (824 MCP)		
aerosol 918-00	—	—	28 0	eau de parfum 6502	—	—	34 0		capsules 30	7 6ea	11
roll-on 935-00	—	—	13 0	spray 6501	—	—	50 0		500	75 6ea	113
cream 920-00	—	—	15 0	hand and body lotion 6844	—	—	24 0		2500	333 4ea	500
hair spray 938-00	—	—	25 0	parfum 6612	—	—	147 0		Feedrite (454 Feedrite) existing entry		
hair tonic 936-00	—	—	28 0	parfum creme 6533	—	—	47 0		Feedrite (454 Feedrite)		
hair cream 933-00	—	—	15 0	perfume spray 6610	—	—	45 0		(distributors 1349 LW)		
pre-electric shave				soap (3) 6883	—	—	30 0		feeders insulated		
lotion 916-00	—	—	19 0	talcum 6733	—	—	19 6		complete		
917-00	—	—	35 0	Energen (1114 5EF)					Supreme		
shaving cream 905-00	—	—	15 0	rye crispbread 4oz	19 0	—	1 11		(wide mouth)	76 0	9
shaving cream foam 903-00	—	—	17 0	savory crispbread 3oz	20 8	—	2 1		(narrow mouth)	68 0	8
soap hand 921-00	—	—	10 0	wheat crispbread 4oz	19 0	—	1 11		stoppers	4 0	4
bath 922-00	—	—	14 0	wheat flakes 8oz	26 5	—	2 8		teats anti-colic for		
soap hand in dish 921-23	—	—	14 0	digestive biscuits 5oz	16 10	—	2 0		narrow necks	6 8	1
weekender 323-00	—	—	34 0	Eno's Fruit Salts (104 BP)					wide necks	8 0	1
gift box 940-00	—	—	45 0						food and bath		
943-62	—	—	105 0	Entroquin (312 AC)†DDI					thermometers	77 4	9
915-00	—	—	135 0	tablets 20	23 0	8 5	3 9		Felice (76 Atkinson)		
945-00	—	—	190 0	Ephazone (47 Anestan)					parfum de toilette		
milky liquid cleanser 202-72	—	—	22 0	Ephazone (325 C-A)					mini mist	97 6	16
202-56	—	—	17 0	Epontol (452 FBA)					Femfresh (47 Anestan)		
202-80	—	—	28 0	ampoules 10ml 5	12 0ea	—	18 0		Femfresh (325 C-A)		
202-81	—	—	50 0	25	54 0ea	—	81 0		Fenjal (1113 5 & 8)		
moisture cream 103-01	—	—	16 0	Epsikapron (678 Kabi)					"Classic"		
moisture oil 209-55	—	—	12 0	(distributors 1545 Vestric)					creme bath 231cc	220 1	34
209-59	—	—	26 0	injection 40%					"Fresh"		
nail lacquer 345-00	—	—	11 0	10 ml x 6	36 8ea	—	55 0		creme bath 21cc	27 1	4
345-01	—	—	13 6	powder 50%					98cc	107 0	16
silverings 346-00	—	—	13 6	sachet 30	48 8ea	—	73 0		Fergluite (17 Agprolin)		
remover 343-62	—	—	8 0	syrup 30% 250 ml	42 9ea	—	64 1		tablets 100	4 6ea	—
orange skin food 113-01	—	—	17 0	Erace (813 MF)					Fibrosine (655 ICC)		
113-02	—	—	28 0	plus	62 0	32 5	10 5		balm 28 3	10 4	4
113-04	—	—	45 0	Erasmic (509 Gibbs)					Fiesta (153 85C) 25 case minimum order		
113-08	—	—	75 0	Superfoam aerosol 38 8	14 2	5 6			towels 1-roll	33 8	2
113-16	—	—	125 0	Estee Lauder (425 ELC)					(2 doz)	(2 doz)	3
perfect finish 421-00	—	—	34 0	eye products					2-roll	49 3	3
pore cream 115-01	—	—	17 0	eyebrow cake	—	—	50 0		(1½ doz)	(1½ doz)	
115-28	—	—	12 0	eye drops	—	—	50 0		Firmo-Lift (60 Arden)		
puff for invisible veil				eyelash night creme	—	—	50 0		treatment lotion		
compact 783-01	—	—	4 0	roll-on	—	—	50 0		204-57	—	32
rouge cream 602-00	—	—	16 0	eyelid foundation	—	—	50 0		204-65	—	55
Seaqua				eyelid liner cake	—	—	50 0		210-55	—	28
moisture soap	—	—	15 0	liquid	—	—	50 0		210-59	—	52
sea bath foaming	—	—	35 0	eyelid shadow pressed	—	—	50 0		Flagyl (971, PSM8)		
sea dust	—	—	40 0	solid creme	—	—	50 0		Compak TS	20 0ea	30
spray	—	—	35 0	eye make-up finishers	—	—	50 0		Flawless (256 CPL)		
sea emollient	—	—	45 0	remover liquid	—	—	42 0		cream	33 8	5
sea fluff	—	—	35 0	remover pads	—	—	50 0		Fleeting Moment (480 FP) existing entry		
sea gelee	—	—	30 0	lash lengthening	—	—	50 0		Fleeting Moment (368 Douek)		
sea smooth lotion	—	—	40 0	mascara cake	—	—	50 0		perfume 1oz	18 6ea	40
sea salts	—	—	40 0	roll-on	—	—	42 0		1oz	34 0ea	73
sea splash	—	—	40 0	under eye primer	—	—	50 0		1oz	56 0ea	120
sensitive skin cream	—	—	19 0	stick	—	—	50 0		1oz	89 0ea	190
	—	—	32 0	Azuree					2oz	140 0ea	300
	—	—	52 0	bath crystals 16oz	—	—	100 0		4oz	223 0ea	480
shampoo egg fluff 313-83	—	—	14 0	Estrovis (1310 WW)†s48					Floradix (1034 R & P)		
skin tonic glass 208-69	—	—	17 0	tablets 2	162 0	—	20 3		bio elixir 350cc	—	30
208-79	—	—	34 0	Eucalyptine (115 Bengue)					12oz	—	—
208-81	—	—	64 0	Eurax (501 Geigy)					Floris (468 F)		
208-82	—	—	90 0	lotion 150ml	79 0	—	9 11		creme de lys	—	13
208-56	—	—	17 0	60 and 120ml	—	—	—			—	25
208-80	—	—	34 0	Ever Ready (964 Personna)					Fluggelin (1034 R & P) existing entry		
208-96	—	—	90 0	razor blades	—	—	—		Fluggelin (1034 R & P)		
soothing lotion 203-00	—	—	14 0	stainless single edge 4	46 0	16 11	3 7		8oz	—	9
spatula 789-00	—	—	4 0	(24pkts)	(24pkts)				16oz	—	17
special astringent 201-59	—	—	19 0	razor set Peerless	—	—	—		4lb	—	68
201-69	—	—	32 0	Eve Reve (Rigaud (47 Anestan)					Fontarel (472 Fontarel)		
201-76	—	—	47 0	Eve Reve (Rigaud (325 C-A)					facial dew 3½oz	—	35
special eye cream 361-02	—	—	17 0	Exmarid (441 Exrid)					Fontarella		
361-01	—	—	12 0	lotion 200ml	2 8ea	1 0ea	5 0		cleansing milk 140g	—	21
special hormone cream 121-01	—	—	45 0	6oz	—	—	—		cream 40g	—	25
121-02	—	—	75 0	Exuberance (813 MF)					derma-cream 40g	—	25
spot pruf cream 119-01	—	—	39 0	bubbling bath	44 8	15 7	6 11		derma-foam 80g	—	25
sun gelee 701-99	—	—	19 0	fragrance	94 8	49 6	16 0		derma-tonic 110ml	—	25
sunpruf cream 700-99	—	—	17 0	dusting powder	63 0	—	7 10		tonic 118ml	—	21
suntan oil 703-61	—	—	15 0	Fabahistin (452 FBA) †37					Ormarin		
tooth paste 778-99	—	—	6 0	suspension 100ml	43 0	—	5 4		eau de toilette 240ml	—	56
top coat 355-65	—	—	12 0	tablets 20	43 0	—	5 4		foam bath 500ml	—	56
transparent powder 503-00	—	—	34 0	250	43 4ea	—	65 0		satin lotion 193ml	—	56
compact 504-00	—	—	22 0	Fairy (1010 P & G)					snow milk 3½oz	—	30
refill 505-00	—	—	15 0	soap	54 2	19 4	1 2		treatment cream stick	—	50
Ultra Amoretta 402-00	—	—	17 0	complexion	56 11	20 4	1 10		tube 1oz	—	30
vitamin cream 117-01	—	—	19 0	bath	36 2	12 11	2 4		Frantin (208 BW)		
117-02	—	—	32 0	family	(2doz)	(2doz)			paste cartridges (vet.)		
117-04	—	—	52 0	Famel (690 Keldon)					(6)	75 4ea	113
Elle (47 Anestan)				pastilles	23 1	8 3	3 3		Freed (328 CCC)		
Elle (325 C-A)				children's	21 3	7 7	3 0		powder (vet.)	17 8ea	26
Ellimans (414 Ellimans)				syrup †DDI small	28 5	10 2	4 0		61 4ea	—	92
(distributors 104 BP)				large	44 4	15 10	6 3		133 4ea	—	200
embrocation royal	32 0	11 9	4 5	family	76 10	27 6	10 10		Freezone (655 ICC)		
universal	24 9	9 1	3 5	syrup children's	33 9	—	3 9		corn remover	21 2	3
	32 0	11 9	4 5	3oz & 8oz	—	—	—		Freflo (1349 LW) existing entry		
				Fe-cap (824 MCP)					Freflo (1349 LW)		
				capsules 30	6 0ea	—	9 0		feeding bottles wide		
				2500	312 6ea	—	468 9		neck		
									polythene with teat		
									4oz	21 4	2
									8oz	24 8	3
									heat resistant glass		
									8oz	29 4	3
									polycarbonate	4oz	3
									8oz	31 4	3
									feeding bottle set	11 8ea	17

	Trade	Tax	Retail
re caps and discs	4 8	—	7
of 1	10 4	—	1 4
of 3	8 8	—	1 1
s (1)	24 0	—	3 0
(3)	6 0	—	9
cover	—	—	—
h Almond (1070 Windsor)	50g 92 8	49 8	17 6
y Cologne	—	—	—
& Dry (172 BMCL)	100g 49 4	27 2	7 9
185g	74 9	41 1	11 9
on	40 2	22 1	6 5
ill	35 0	19 3	5 5
n Dainty (506 Gerhardt)	—	—	—
tributors 1377 R & A)	—	—	—
spray Fleur de Lis	37 0	19 4	5 11
Start (256 CPL)	—	—	—
nsing gel 56g	37 4	19 0	5 11
n (104 8P)	—	—	—
29 0	10 8	4 0	—
23 1	12 9	3 7	—
bath salts	—	—	—
of London (876 MP)	—	—	—
e cleaner IGE9	65 10	36 2	11 9
isture IGF2	71 5	39 3	12 9
er IGE1	65 10	36 2	11 9
niature IGG1	70 0	38 6	12 6
ashes	—	—	—
f measures IGH7	109 3	60 1	19 6
measures IGH6	120 5	68 9	21 6
Lift IGG8	77 0	42 4	13 9
en cleanser IGF6	65 10	36 2	11 9
er IGF7	65 10	36 2	11 9
isture IGG2	71 5	39 3	12 9
skin IGF9	70 0	38 6	12 6
ral cleanser IGF3	65 10	36 2	11 9
isture IGF5	71 5	39 3	12 9
ner IGF4	65 10	36 2	11 9
niatures IGF8	70 6	38 9	12 6
ot Life IGC6	88 3	48 6	15 9
moisture IGG7	88 3	48 6	15 9
y palette IGG1	141 0	77 6	24 0
of IGG9	86 11	47 10	13 9
ty soap IGG4	—	—	—
nsing milk IGG7	—	—	—
lotion IGG1	—	—	—
on cleanser, pink	—	—	—
anse, tonic IGA7	—	—	—
ima cleanser IGS3	—	—	—
ee IGG6	—	—	—
d care IGS9	—	—	—
ee velvet IGI1	—	—	—
et bloom brush	—	—	—
IG02	—	—	—
ng lotion IGA8	—	—	—
en (17 Agprolin)	—	—	—
ure 500ml	11 0ea	—	—
11 20 0ea	—	—	—
21 36 0ea	—	—	—
pr (1530 Fisons)	—	—	—
ets 28	15 6	5 8	2 6
50	26 0	9 6½	4 2
100	42 8	15 8	6 10
cin (187 8S) Ts	—	—	—
m 100g	46 0ea	—	69 0
tion paediatric	—	—	—
6	58 0ea	—	87 0
ment 100g	46 0ea	—	69 0
ie (1463 V8L)	—	—	—
e brewing kits	—	—	—
2gal	6 2ea	—	8 6
5gal	9 9ea	—	13 6
ut 2gal	6 10ea	—	9 6
one (1091 Rybar)	—	—	—
in (1091 Rybar)	—	—	—
115ml	42 0	15 5	6 6
250ml	84 0	30 10	13 1
olene (104 8P)	—	—	—
icated plasters	—	—	—
ment tin	21 9	8 0	3 0
39 3	14 5	5 5	—
tube 21 9	8 0	3 0	—
oloids (104 BP)	—	—	—
ment 32 0	11 9	4 5	—
positories 32 0	11 9	4 5	—
60 11	22 4	8 5	—
ne (930 P & B) ts48	—	—	—
pules 50mg/1ml 6	72 0	—	9 0
mg/2ml 6	96 0	—	12 0
(509 Gibbs)	—	—	—
ide toothpaste	—	—	—
standard 19 9	7 3	2 9	—
large 27 8	10 2	3 11	—
economy 39 1	14 4	5 6	—
brush short head	16 8	—	2 0
12 8	—	1 6	—
te (514 Gillette)	—	—	—
r three piece	32 4	11 7	4 11
tsman set	—	—	—
97 Bayer)	—	—	—
1000	—	—	—
rin (452 F8A)	—	—	—
ts 30bu	100	54 2ea	81 3
Thymoline (261 Christy)	—	—	—

	Trade	Tax	Retail
Glykola (17 Agprolin)	—	—	—
500ml	11 0ea	—	—
11 20 0ea	—	—	—
21 36 0ea	—	—	—
pro. infans 500ml	9 0ea	—	—
11 16 0ea	—	—	—
21 30 0ea	—	—	—
Golden Babe (761 Lilia-White)	—	—	—
Bouncer baby pants	15 8	—	1 11
disposable napkins 10	23 8	—	2 6
20	45 1	—	4 9
48	106 5	—	11 1
Snuggi-pants	32 3	—	3 9
Goya (532 Goya)	—	—	—
hand and body lotion	38 3	21 0½	6 6
old pack	—	—	—
bath salts	—	—	—
dusting powder	—	—	—
talcum luxury	—	—	—
Cologne gift size	—	—	—
perfume miniature	—	—	—
Cedar Wood hair groom	—	—	—
G.P. (302 Chemo)	—	—	—
cream cleaner 15oz	29 3	—	3 3
1gal	20 0ea	—	—
Gravindex (922 Ortho)	—	—	—
pregnancy slide test	—	—	—
20-pack	75 0ea	—	112 6
100-pack	345 0ea	—	—
Green Velvet (596 HR)	—	—	—
bath essence 5303	—	—	21 0
dusting powder 5208	—	—	27 0
5233	—	—	15 0
flask 5212	—	—	13 6
spray 5212	—	—	14 6
hand lotion 5344	—	—	37 0
perfume spray 5102	—	—	21 0
skin perfume 5023	—	—	19 6
spray 5002	—	—	36 0
5022	—	—	—
soap complexion (3)	5333	—	15 0
bath (3) 5336	—	—	22 6
Griptight (1349 LW) existing entry	—	—	—
Griptight (1349 LW)	—	—	—
bottle brushes	—	—	—
standard 10 0	—	—	1 3
de luxe with handle 18 0	—	—	2 3
feeding bottles narrow	—	—	—
neck 16 0	—	—	2 0
polythene with teat	—	—	—
heat resistant glass	—	—	—
with teat 20 0	—	—	2 6
spare glass 16 0	—	—	2 0
polycarbonate with	—	—	—
teat 25 4	—	—	3 2
pacifier American style	12 0	—	1 6
soothers cherry or	—	—	—
straight 5 0	—	—	8
soother rattle 9 9	2 3	—	1 6
teething pacifiers (2)	14 0	—	1 9
teething ring soother	9 6	—	1 3
teats narrow neck	—	—	—
cherry or straight	5 6	—	9
Griptiny (1349 LW) feederette	—	—	—
Grosvenor (547 GPC)	—	—	—
miniature tankard 8	26 0	14 3	4 6
bubble bath dimple 16	18 8	6 10	2 11
dimple hand painted	—	—	—
16a 20 9	7 7	3 3	—
floral shatterproof 17	22 0	8 1	3 6
Christmas lantern 49	54 0	19 9	8 6
gift packs	—	—	—
dimple fantasy 5	19 0	10 5	3 3
hand painted 5a	21 9	11 11	3 9
rainbow-box 9	28 6	15 8	4 11
lantern delights 36	38 0	20 11	6 6
foam bath/soap 43	50 6	18 6	7 11
fantasy/soap 83	32 6	13 8	5 3
Guttilin (115 Bengue)	—	—	—
Gypsona (1155 S & N)	—	—	—
plaster of paris bandage	—	—	—
2in x 3yd 5002	15 9	—	1 10
3in x 3yd 5003	20 0	—	2 4
4in x 3yd 5004	25 0	—	2 11
6in x 3yd 5006	31 6	—	3 8
Hacks (1328 White Hudson)	—	—	—
19 4	6 11	8	—
(4doz)	(4doz)	—	—
22 1	7 11	2 0	—
(1½ doz)	(1½ doz)	—	—
5lb 23 4ea	6 2ea	—	—
Haliborange (34 A & H)	—	—	—
tablets 30	28 4	—	4 3
(1½ doz)	—	—	—
pack of 25	—	—	—
Halina (1136 Silber)	—	—	—
500 camera 35mm	—	—	459 6
Handy Andies (153 BSC)	—	—	—
25 case minimum order	—	—	—
tissues 47 3	6 6	7	—
(1 gross)	(1 gross)	—	—
Hanimex (565 Hanimex)	—	—	—
projector slide	—	—	—
Hanimette 100	—	—	199 6
Harmony (412 Elida)	—	—	—
hair colour tube 25 8	14 1	4 4	—
Harriet Hubbard Ayer (575 HHA)	—	—	—

		Trade		Tax		Retail	
Harvey's (139 8leasdale)							
veterinary products							
aconite powders ts1		52	0	19	1	—	
embrocation ts1 7dr.		44	0	16	1	—	
2½oz		74	0	27	1	—	
10oz		224	0	82	1	—	
hair restoring							
ointment		41	0	15	0	—	
red lotion	1pt	46	0	16	10	—	
	1qt	60	0	22	0	—	
worm condition							
powders without							
balls ts1		52	0	19	1	—	
for foals and yearlings							
ts1		52	0	19	1	—	
Hazeline Snow (208 BW)							
Heaven Sent (596 HR)							
bath cubes (6)	4321	—		—		12	0
bath essence	4303	—		—		21	0
dusting powder	4233	—		—		15	0
	4208	—		—		27	0
	4212	—		—		13	6
hand lotion	4344	—		—		14	6
perfume	4122	—		—		82	6
perfume creme	4032	—		—		24	0
skin perfume	4023	—		—		21	0
spray	4002	—		—		19	6
	4022	—		—		36	0
soap complexion (3)							
	4333	—		—		15	0
bath (3)	4336	—		—		22	6
traveller's joy	4460	—		—		30	0
Heinz (593 Heinz) (all 5 to 9 case rate)							
toddler foods							
macaroni & beef in tomato							
sauce, vegetable &							
lamb stew, thick							
chicken broth with							
vegetable & rice,							
vegetables with beef							
can 7½oz		24	2	—		1	3
		(2 doz)					
Helena Rubinstein (596 HR)							
anti-wrinkle lotion							
	0304	—		—		22	6
	0308	—		—		39	0
automatic sable							
lip brush	1620	—		—		12	6
barrier lipstick	1611	—		—		14	0
beauty case	8914	—		—		350	0
	8940	—		—		125	0
	8945	—		—		220	0
	8946	—		—		208	0
	8947	—		—		178	0
8eautlift	0605	—		—		50	0
beauty tissues	1900	—		—		3	6
beauty sun fluid	2854	—		—		16	0
cream	2813	—		—		12	6
bleaching cream	0621	—		—		14	0
Conceal	1475	—		—		16	6
Contour-Lift film	0662	—		—		37	0
deep cleanser	0122	—		—		12	6
	0124	—		—		16	0
	0129	—		—		27	0
deodorant anti-							
perspirant roll dry							
	2402	—		—		12	6
eau de Cologne	8002	—		—		18	0
spray	8022	—		—		33	0
	8023	—		—		19	0
eau verte	0632	—		—		42	0
eyebrow pencils	1750	—		—		4	6
everpoint	1751	—		—		18	6
refill	1752	—		—		7	9
eye lashes real hair							
	1770	—		—		37	6
extra thick	1772	—		—		47	6
eye liner liquid	1761	—		—		13	6
red sable brush	1762	—		—		8	0
eyeliner pencil	1763	—		—		15	0
refill	1764	—		—		7	9
eye shadow stick							
propelling	1760	—		—		15	0
fashion brow	1755	—		—		17	6
fashion matte shade							
	1765	—		—			
Grecian anti-wrinkle						16	6
cream	0211	—		—		16	0
Headliner	8531	—		—		16	0
herbal skin tonic	0315	—		—		14	0
	0318	—		—		22	6
Herbessence							
beauty bath	1134	—		—		35	0
	1138	—		—		60	0
body smooth	1146	—		—		32	6
illumination compact							
make-up	1020	—		—		48	0
refill	1025	—		—		17	0
eyebrow brush-on							
	1055	—		—		36	0
eyeliner cake	1080	—		—		33	0
eyeliner fluid	1082	—		—		33	0
eye shadow cake	1072	—		—		36	0
eye shadow stick							
	1070	—		—		21	0
face powder	1002	—		—		50	0
foundation	1011	—		—		50	0
lipstick	1060	—		—		21	0
mascara brush wand						32	0
refill	1087	—		—		20	0
lip rage	1604	—		—		12	0
lipstick golden	1601	—		—		12	0

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
Liquidine 0651	—	—	16 0	Hygroton (501 Geigy) tablets 100 mg 15	—	—	— D	Ivax (147 Boots) T5 200ml 12 10ea	—	—	19
mascara 1742	—	—	12 6	Hypnotique (813 MF) bubbling bath	44 8	15 7	6 11	old formula	—	—	—
mascara new silk long-lash 1713	—	—	19 6	fragrance 94 8	49 6	16 0	Jackel (1412 Jackel) combs aluminium 200	27 4	10 0	4	
refill 1714	—	—	12 6	dusting powder 80 0	41 10	13 6	pocket 210GF	32 0	11 9	4	
medicated cream 0601	—	—	16 0	parfum Cologne 2oz 116 0	60 7	19 7	medium 225	32 0	11 9	4	
Natural blush 1830	—	—	42 0	parfum creme phial 59 4	31 0	10 0	dressing 252	33 9	12 5	5	
individual compact 1831	—	—	16 6	presentation size 127 4	66 6	21 6	tail 108	25 9	9 5	4	
telescopic brush 1835	—	—	25 6	Ibcol (671 Jeyes) disinfectant medium 16 11	—	1 10	combs shell 110	25 9	9 5	4	
overnight cream 0201	—	—	16 6	giant 23 4	—	2 7	152	32 3	11 10	5	
pasteurized cream 0202	—	—	28 0	economy 34 11	—	3 10	163	32 3	11 10	5	
0104	—	—	25 0	extra 1gal 13 10ea	—	17 4	Jacksons (1307 Waterhouse) drawing ointment 12 0	4 5	—	1	
0108	—	—	40 0	5gal 61 8ea	—	79 4	19 6	7 1	2 1	2	
refining lotion 0322	—	—	14 0	Ichthopaste (1155 S & N) zinc and ichthammol bandage 3½ x 6yd 40 11	—	4 9	19 6	7 1	2 1	2	
0324	—	—	24 0	Ilford (645 Ilford) films black and white FP4 126	36 0	20 0	41 0	15 1	6 8	8	
0328	—	—	40 0	Selochrome 126	—	—	63 0	23 1	—	—	
rouge cream 1811	—	—	14 0	ID-11 developer 600cc 2 8ea	—	4 0	Jackson's (662 EJ) pastilles eucalyptus and menthol 2oz	18 2	—	2	
liquid 1801	—	—	14 0	Illofix 11 4 0ea	—	6 0	Gee's lintus †DDI 2oz	16 9	—	2	
Scimitar long-lash 1703	—	—	25 0	PQ universal developer 20oz 7 0ea	—	10 6	glycerine thymol 50g 18 2	—	—	2	
refill 1704	—	—	16 6	ID-11 developer 20oz 8 0ea	2 11ea	—	liqueurice mentholated bronchial 17 0	5 11	2 2	2	
shampoo 8542	—	—	10 0	Ilonium (1575 Ilon) 100g 32 0ea	11 9ea	—	Ress-Q 17 0	5 11	2 2	2	
blonde tone 8552	—	—	10 0	Illosone (413 Lilly) 125mg	—	—	lozenges bismuth 1oz 13 7	—	—	—	
8512	—	—	9 0	Illosone (378 Dista) 125mg	—	—	Brompton 2oz 18 2	—	—	2	
8514	—	—	14 6	Ilotycin (413 Lilly) suspension	—	—	lime flavoured sulphur 2oz 12 0	4 5	—	—	
8522	—	—	10 0	Immac (655 ICC) hair remover aerosol sachet 153 11	84 8	25 0	linseed, liquorice and chlorodyne †DDI 2oz	12 6	—	1	
silver tone 1340	—	—	16 0	11 9	6 6	1 11	2oz 18 2	—	—	2	
silk film 1330	—	—	21 0	Imuran (208 BW) tablets 100mg	—	—	pellets liquorice and menthol 12 0	—	—	1	
silk leg & body make-up	—	—	30 0	Inco (1073 Robinson) pads 5 8ea	—	7 9	Jacquelle (1412 Jackel) sunglasses 22 0	—	—	2	
skin clearing cream 0611	—	—	16 0	Indocid (837 MSD) †s48 capsules 50 mg 100 75 0ea	—	112 6	664 40 0	—	—	5	
toning lotion special 0344	—	—	24 0	Inecto (1028 Rapidol) colour creme † 57 0	31 0	9 8	124; 819 40 0	—	—	5	
0348	—	—	40 0	cream bleach 60 0	33 0	10 3	881; 880 56 0	—	—	6	
snow lotion 1434	—	—	16 0	cream hair lightener 27 0	15 0	4 7	965; 1879 72 0	—	—	8	
special pore mask 0502	—	—	17 6	four-in-one † 43 0	24 0	7 4	889 76 0	—	—	9	
"stay-long" hair spray 8537/9	—	—	14 6	hair colour stain remover 94 0	52 0	16 1	311 84 0	—	—	10	
sun tan oil 2805	—	—	12 6	Hair Magic 36 0	20 0	6 2	564; 565 100 0	—	—	12	
sun tonic 2842	—	—	16 0	Hi-lift 36 0	20 0	6 2	1175; 1205; 885; 886 124 0	—	—	15	
tan in a minute 2834	—	—	16 0	Hint of a Tint shampoo medicated 9 1	5 0	1 6	436; 2511 156 0	—	—	19	
Town and Country foundation 1451/61	—	—	16 0	Inecto Rapid† 43 0	24 0	7 4	2505 160 0	—	—	21	
1452	—	—	24 0	medicated shampoo 6 8	2 5	1 1	Jean Sorelle (669 Sorelle) existing entry	—	—	—	
Ultra Feminine beauty oil cream 0452	—	—	57 0	peach nut oil shampoo 6 8	2 5	1 1	Jean Sorelle (669 Sorelle) apothecary jar 107	57 4	21 0	8	
vitamin nail food 2290	—	—	15 0	shampoo hair colour remover 94 0	52 0	16 1	bubble bath 91	48 2	17 8	7	
washing grains 0672	—	—	12 6	Innox (654 Innox) eye collection	—	—	astronauts 92	63 9	23 4	9	
Water Lily cleansing cream 0114	—	—	25 0	mascara brush-on	—	15 0	Egyptian vase 97	83 0	30 5	12	
youthifying eye cream 0604	—	—	16 0	refill	—	10 0	new decanter 89	80 4	29 5	12	
Hemolac (307 C & G) 16oz 46 8	—	—	4 5	mascara block	—	5 0	poodle 71	31 7	11 7	4	
Henley (599 Henleys) male incontinence appliance	54 0ea	—	—	pencil	—	—	spiral bottle 707	17 8	6 4	2	
complete set	—	—	—	shadow gleam eye shadow	—	8 5	bubble bath refill 929	31 7	11 7	4	
cotton supporting bag with leg and waist bands	8 6ea	—	—	shadow soft powder	—	7 7	bubble car 930	57 4	20 6	8	
disposable urine bags (100)	16 8ea	—	—	shadow	—	—	captive tiger champagne bubble bath 19A	50 10	18 2	7	
rubber collar	27 6ea	—	—	dual compact	—	12 0	junior 38	41 9	15 4	6	
rubber non-return valve	14 0ea	—	—	liner cake	—	7 7	miniature 40	22 6	8 3	3	
rubber rings	9ea	—	—	with brush	—	12 0	trio pack 105	11 9	4 4	1	
Heparin (930 P & B) D	—	—	—	liner liquid	—	7 7	cotton wool puffs 705	37 0	13 7	5	
Hermesetas (47 Anestan) D	—	—	—	with brush	—	12 0	glass decanter with bath salts 220	33 9	9 11	5	
Hermesetas (325 C-A)	19 6	—	2 2	cleansing milk large coverstick 41	—	23 1	glass decanter bubble bath 804	52 2	28 8	8	
Heudeberts (1362 PC8)	19 6	—	2 2	cream satin	—	9 2	bath 77	61 0	22 4	9	
Slymbred starch reduced slices 19 6	—	—	—	satin bloom	—	9 2	Judith bath cream 77	34 0	18 8	5	
Hexaphen (295 CM & R) (vet.) 1qt. 17 3ea	—	—	23 0	mascara cream	—	—	jug vase 922	67 6	24 9	10	
1gal 61 6ea	—	—	82 0	Sunplay lotion	—	—	lantern perfume 815	40 6	21 9	6	
Hi and Dri (1052 Revlon) spray deodorant 0567	—	—	12 6	Intimate (1052 Revlon) diamond	—	—	Little Miss Bathtime 809	55 0	24 7	8	
Hi-Fi (813 MF) cream mascara 35 4	18 6	—	6 0	facet spray 4706	—	45 0	809	55 0	24 7	8	
fluid make-up 38 0	19 10	—	6 5	dusting powder 0364	—	37 6	little squaw 928	57 4	20 11	8	
50 0	26 2	—	8 5	lotion 0372	—	15 0	luxury bath salts 78	75 8	41 7	12	
Hi-Lift (1246 TYE) honey & yeast tablets 60	19 6	—	2 6	milk bath 0745	—	40 0	new aquaflores 956	50 10	18 8	7	
150	42 0	—	5 0	perfume 0958	—	185 0	new decanter 921	57 4	20 11	8	
300	60 0	—	7 0	soap 0710	—	19 0	p.v.c. 73	63 9	23 4	9	
1000	10 0ea	—	15 0	Intracel (1053 Rexall)† cream 50g 31 6	11 6½	4 9	posie holder 806	40 6	21 9	6	
molasses & yeast tablets 60	19 6	—	2 6	Intradex (518 Glaxo) D	—	—	ribbed bath salts 75	43 11	24 2	7	
150	42 0	—	5 0	Intralipid (930 P & B) 20% 100ml D	—	—	sesqui refill 1lb 706	13 2	7 1	2	
300	60 0	—	7 0	Introflodex (518 Glaxo) D	—	—	sitting doll 933	54 8	20 0	8	
1000	10 0ea	—	15 0	Iodex (1153 SKF) with methyl sal. 25g 24 0	8 9	3 9	thumb bottle creamy 74	44 5	16 3	6	
Hillvale (295 CM & R) fly dip 38 5ea	—	—	48 0	1oz	—	—	Timothy Turtle 820	57 4	20 11	8	
2½gal 180 0ea	—	—	225 0	Iron Jelloids (104 8P) 51 11	—	5 7	vinyl duck & soap 80	63 9	23 4	9	
Hirudoid (1490 IAPS) ointment 14g 4 8ea	—	—	6 3	85 3	—	9 2	vinyl walrus & soap 81	63 9	23 4	9	
Hydrocortisyl (1087 Roussel) cream/ointment 15g	—	—	— D	Isomet (1131 S & B) roller 35 0ea	11 8ea	59 6	novelty range	—	—	—	
1% 5g	—	—	— D				almonds 203	12 6	4 7	1	
1% 15g	—	—	— D				animal soap 212	61 0	22 4	9	
injection 25 mg/ml 1ml	—	—	— D				apothecary jar 208	70 2	25 9	10	
							autumn leaves 214	57 4	21 0	8	
							camberwick green 808	20 10	7 8	3	
							cricket ball 206	25 2	9 3	3	
							deep sea fish 213	28 11	10 7	4	
							guest soap 211	31 7	11 7	4	
							hearts & roses tray 210	38 0	13 11	5	
							Hector's House 300	20 10	7 8	3	
							Mickey Mouse 200	9 8	3 6	1	
							pannets 312; 313 48 2	17 8	7 7	7	
							rattan baskets 204	80 4	29 5	12	

	Trade	Tax	Retail
oap-on-a-rope 306	38 0	13 11	5 11
oaps with face cloths			
ix children's 304	71 0	19 6	10 6
ix guest 305	139 3	29 7	19 11
"For Men" 310	99 4	24 5	14 6
"For Her" 311	99 4	24 5	14 6
three animals 303	28 11	10 7	4 6
three ducks 301	44 5	16 3	6 11
three lambs 302	44 5	16 3	6 11
ravel soap 308	16 1	5 11	2 6
rumpton 801	20 10	7 8	3 3
wicker posie basket 216	31 7	10 11	4 11
net (1155 S & N)			
raffin gauze dressing			
6x3x3 1/2 31	57 11	—	6 9
yd x 3 1/2 strip J2	85 1	—	9 11
6x3x3 1/2 J4	54 6	—	6 4
0x3x3 1/2 J6	31 6	—	3 8
ox (1232 T & R) existing entry			D
ox (1232 T & R)			I
odorant tablets	16 5	—	8
(3 doz)	4 5	—	6
olders	35 3	—	1 11
killer aerosol	15 3	—	3 9
spray	15 3	—	—
ousehold 8oz	15 3	—	—
atory blocks and			
older	10 0	—	1 3
oth proofer aerosol	30 0	—	3 6
oth crystals	8 5	—	—
200g	14 10	—	—
500g	30 0	—	—
es (671 Jeyes)			
r fresher blocks	24 7	—	11
Whiz	(3 doz)	—	—
uid	16 2	—	1 9
20oz	27 9	—	3 0
40oz	50 10	—	5 6
1gal	13 5ea	—	17 1
5gal	57 11ea	—	69 11
eshbin powder 680g	17 6	—	1 10
ilet flats	38 1	—	1 6
oft single	(3 doz)	—	—
double	34 10	—	2 7
(1 1/2 doz)	27 5	—	1 0
baby soft single	(3 doz)	—	—
double	26 1	—	1 11
(1 1/2 doz)	40 8	—	1 6
manilla single	(3 doz)	—	—
double	37 3	—	2 8
(1 1/2 doz)	37 2	—	2 8
abysoft twin	(1 1/2 doz)	—	—
manilla	39 9	—	1 5
(3 doz)			
pine (671 Jeyes)			
sinfectant medium	16 11	—	1 10
giant	23 2	—	2 7
economy	34 8	—	3 10
1gal	13 10ea	—	17 4
5gal	61 8ea	—	79 4
ons (672 Johnson)			
ndages w.o.w. B.P.C.	4 3	—	7
in x 4yd	6 11	—	10
in x 4yd	9 8	—	1 2
in x 4yd	12 5	—	1 7
ndages crepe B.P.C.			
in	25 0	—	3 0
in	30 3	—	3 5
in	36 2	—	4 2
in	41 4	—	4 7
in	47 2	—	5 2
in	70 6	—	7 9
ululose wadding			
.P.C.	16oz	36 0	4 0
ton wool B.P.C.			
1oz	9 5	—	1 2
4oz	26 4	—	3 0
16oz	87 6	—	9 9
ton wool hospital			
1oz	8 2	—	1 0
4oz	21 3	—	2 5
16oz	67 6	—	7 7
essing pack sterilised	18 7	—	2 3
uze B.P.C.	14 2	—	1 9
1yd	31 2	—	4 0
6yd	56 11	—	6 5
12yd	110 6	—	12 2
uze and cotton			
ssue B.P.C.	16oz	104 0	11 9
Drug Tariff	16oz	88 0	9 9
ontinence pads	12	78 0	9 6
nt B.P.C.	1oz	14 1	1 9
4oz	45 0	—	5 0
16oz	162 6	—	18 0
nt boric	1oz	14 10	1 10
4oz	48 0	—	5 5
ultiple pack dressing			
o. 1	42 4	—	4 9
o. 2	85 8	—	9 5
A dressings	5 10	—	9

	Trade	Tax	Retail
sterilised lint dressings			
small	6 3	—	1 0
medium	9 2	—	1 2
large	14 7	—	2 0
triangular bandage	21 3	—	2 7
Johnsons (673 J of H)			
cotton wool No.1	7 4ea	—	11 0
No.2	5 4ea	—	8 0
Jonquille (813 MF)			
bubbling bath			
fragrance	44 8	15 7	6 11
Jordan (1339Wilkinson)			
toothbrushes adult	28 3	—	3 6
child	20 2	—	2 6
June Geranium (60 Arden)			
hand lotion	348-64	—	13 0
soap hand (3)	749-81	—	22 0
bath (3)	748881	—	36 0
hand lotion	348-56	—	D
Karodor (328 CCC)			I
5x50g	16 0ea	5 4ea	29 4
Keflex (413 Lilly)			
suspension 125mg/5ml			
100ml	37 6ea	—	56 3
Kemeticine (227 Erba)			D
syrup			
KIKU (446 FI)			
Cologne spray	10 9ea	5 11ea	22 6
Kleenex (702 KC) 10 case minimum order			
kitchen towels	32 7	4 6	2 0
(2doz)	47 9	6 7	3 9
(1 1/2 doz)	49 3	6 6	3 10
pretty patterns	(1 1/2 doz)	(1 1/2 doz)	—
tissues Silk Soft			
boutique	44 8	6 2	3 1
(2doz)	57 2	7 10	1 3
handy	(6doz)	(6doz)	—
150	65 6	9 0	2 3
(4doz)	65 6	9 0	2 3
regular	100	44 8	6 2
(2doz)	32 2	4 5	5
pocket pack	(1gross)	(1gross)	—
for men	100	48 11	6 9
(2doz)	48 11	6 9	3 4
Harlequin	100	(2doz)	(2doz)
Kleinerts (706 Kleinerts)			
baby pants			
Free & Easy	2816	40 0	—
De Luxe	2144	40 0	—
ex large	44 0	—	5 6
Fairy	2170	36 0	—
ex large	40 0	—	5 0
Jiffy ex. large	24 0	—	2 11
Trainer	2194	64 0	—
Frolic	2183	44 0	—
ex. large	48 0	—	6 0
Frillette	2810	40 0	—
ex. large	40 0	—	5 0
Frillies all white	2812	56 0	—
sanitary belts			
elastic	542	25 8	3 6
423	25 8	3 6	3 6
rayon elastic	546	28 10	3 11 1/2
large size	546	33 0	4 6 1/2
sanitary briefs			
fleececap pocket	2266	66 0	9 1
fancy rayon	167	66 0	9 1
American Miss	2269	77 2	10 7
white hylon	2853	77 2	10 7
sanitary knickers	291	43 4	5 11 1/2
sanitary panties	293	55 6	7 7 1/2
Knights (756 Lever)			
castile soap	toilet	48 4	17 9
(6 doz)	52 5	19...3	1 9
bath	(4 doz)	(4 doz)	—
Kodak (711 Kodak)			
Instamatic camera			
"25"	28 2ea	15 6ea	58 10
"33"	40 0ea	22 0ea	83 6
"33"	45 6ea	25 0ea	93 3
"133"	77 8ea	38 6ea	154 3
"233"	117 8ea	60 6ea	237 10
projectors			
Carousel 5	800	0ea	440 0ea
Carousel 5-AV	1070	0ea	588 0ea
Instamatic movie cameras			
M22	235	0ea	129 3ea
M24	350	0ea	192 6ea
M26	457	6ea	251 7ea
M30	705	0ea	387 9ea
cases	65	5ea	36 0ea
papers			
Bromide (SW) Bromesko (SW)			
2 1/2 x 3 1/2	100	4 0ea	2 6ea
2 1/2 x 3 1/2	25	2 0ea	1 1ea
3 1/2 x 4 1/2	100	5 6ea	3 0ea
3 1/2 x 4 1/2	25	3 0ea	1 8ea
3 1/2 x 5 1/2	100	9 0ea	4 11ea
3 1/2 x 5 1/2	25	3 6ea	1 11ea
3 1/2 x 5 1/2	100	11 0ea	6 1ea

	Trade	Tax	Retail
4 1/2 x 6 1/2	25	5 6ea	3 0ea
6 1/2 x 8 1/2	100	16 6ea	9 1ea
8 x 10	10	4 0ea	2 2ea
10 x 12	50	15 0ea	8 3ea
12 x 15	100	28 6ea	15 8ea
Bromide (DW) Bromesko (DW)			
2 1/2 x 3 1/2	100	6 6ea	3 7ea
3 1/2 x 4 1/2	25	3 6ea	1 11ea
4 1/2 x 6 1/2	100	10 6ea	5 9ea
6 1/2 x 8 1/2	25	6 0ea	3 4ea
8 x 10	100	19 6ea	10 9ea
10 x 12	10	4 6ea	2 6ea
12 x 15	50	18 0ea	9 11ea
Velox (5WV)			
1 1/2 x 2 1/2	100	34 0ea	18 8ea
2 1/2 x 3 1/2	100	34 0ea	18 8ea
2 1/2 x 4 1/2	100	34 0ea	18 8ea
3 1/2 x 4 1/2	100	34 0ea	18 8ea
3 1/2 x 5 1/2	100	34 0ea	18 8ea
4 1/2 x 6 1/2	100	34 0ea	18 8ea
chemicals			
photo-flo solution			
'200' new type			
100ml	3	2ea	—
500ml	6	8ea	—
Kolynos (655 ICC)			
denture fixative	24 0	—	2 8
powder	38 3	—	4 3
Kotex (702 KC) 10 case minimum order			
sanitary towels			
size 0	10	38 6	—
(2doz)	5	64 2	—
size 1	12	95 8	—
(6doz)	12	55 0	—
size 2	12	(2doz)	—
sanitary belts	28 0	4 5	1 8
(2doz)			
K.Y. (672 Johnson)			
jelly	41g	17 1	—
Lactocalamine (324 Crookes)			D
Lactocalamine (325 C-A)			
Laevoral (218 Calmic)			
250 ml	12 11ea	4 9ea	24 3
Laevoral-C (218 Calmic)			
liquid	100ml	6 9ea	2 6ea
250ml	14 9ea	—	22 3
Laevosan (218 Calmic)			
ampoules			
20% 10 ml	5	6 9ea	—
40% 10 ml	5	8 3ea	—
concentrate 62.5%	40ml	8 4ea	—
Laevotonine (218 Calmic) †			
100ml	63 0	23 1	9 9
Lanalem (903 NPU)			
hair spray	33 8	18 10	5 11
Lanalol (725 Lanalol)			
(distributors 451 F & J)			D
relaxer			
Lasix (614 Hoechst) †s4B			
ampoules 2ml	5	13 8	—
Lembena (103 Beecham)			D
Lentheric (753 Lentheric)			
cleansing mousse	—	—	11 6
enriched skin cream	—	—	12 6
eye shadow pressed	—	—	21 0
powder	—	—	15 9
refill	—	—	7 6
applicator	—	—	4 9
face powder	—	—	11 6
Finishing Touch puffs	—	—	1 9
foundation lotion	—	—	12 9
cream	—	—	12 9
maskara fixamatique	—	—	21 0
refill	—	—	15 0
matt magic	—	—	10 9
Miss Lentheric	—	—	16 6
bath foam	—	—	—
eau de toilette	—	—	9 6
miniature	—	—	15 3
1oz	—	—	19 9
2oz	—	—	21 0
spray	—	—	23 6
eau de parfum spray	—	—	11 9
hand lotion	—	—	19 6
parfum creme	—	—	23 9
perfume module	—	—	44 3
1/2oz	—	—	64 9
1oz	—	—	—

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail		
soap twin pack	—	—	8 0	Lion (205 Burgess)					Mafu (506 Gerhardt)				
talcum	—	—	9 3	ointment	1½oz	21 5	7 10	3 3	(distributors 1377 R & A)				
Onyx	—	—	—	3oz	38 0	13 11	5 9		Insecticide strip	10	5 11ea	7 11	
after shave lotion	—	—	12 9	16oz	11 0ea	4 0ea	17 9		40	11 9ea	—	15 11	
balm	—	—	12 9	36oz	19 6ea	7 2ea	32 3		Ma Griffe (1469 PC)				
brilliantine	—	—	19 6	pills	15 7	5 9	2 3		Cologne gift pack	C8111	112 9	60 6	19 6
Cologne	—	—	19 6	Lloyd's (629 HL)					Mandleberg (1287 Vitalam)				
hair dressing	—	—	21 9	adrenaline cream†	30g	35 0	—	3 10	hot water bottles				
hair cream	—	—	12 9	tube	50g	53 0	—	5 10	can/dewick covered	10	5ea	—	13 11
hair lotion without	—	—	19 6	100g	75 0	—	8 6		quilted satin	14	2ea	—	18 11
oil	—	—	12 9	L'Onglex (256 CPL)					velour	13	1ea	—	17 6
pre-shave lotion	—	—	19 6	nail polish cream	17 4	8 10	2 9		Manoids (1476 AP & T)				
soap toilet (1)	—	—	4 9	moonstones	23 8	12 1	3 9		tablets	30	60 0	22 0	9 6
bath (2)	—	—	12 10	polish remover	14 2	7 3	2 3		70	100 0	36 8	15 8	
skin moist dry cream	—	—	11 6	Loranne (261 Christy)					Marina (786 Macdonald)				
special skin mousse	—	—	12 6	splash Cologne	105cc	58 6	32 2	10 0	cosmetic bags and	44	22 9	8 4	3 6
Tiara	—	—	21 0	210cc	93 8	51 6	16 0		purses	46	30 6	11 2	4 9
perfume purse flacon	—	—	35 0	Loxane (649 ICI)					55	59 0	21 8	9 3	
Tweed	—	—	28 9	dusting powder 0-6%	24 0	—	3 0		59	104 0	38 6	16 3	
perfume replica	—	—	33 9	(vet.)	100g	—	—	D	60	45 6	16 8	6 3	
purse flacon	—	—	49 9	Lotil (451 F & J)	75g	—	—		70G	43 0	15 9	6 8	
atomiser	—	—	60 9	skin emulsion	175cc	35 4	13 0	5 6	70L	43 0	15 9	6 8	
bouquet spray	—	—	22 6	Lotus (903 NPU)					Marmola (800 TM)				
eau de parfum spray	—	—	25 0	splash Cologne	255cc	26 4	14 6	4 6	tablets	29 0	10 8	4 6	
bath foam	—	—	17 9	Louis Philippe (386 Douek)					Mary Quant (876 MP)				
cream skin perfume	—	—	24 3	lipstick refill	64 0	35 2	10 3		blush sticks	92 5	50 10	16 6	
soap guest (5)	—	—	12 3	Love Pat (1052 Revlon)					breathalysers	19 8	7 2	3 6	
toilet (2)	—	—	9 0	tortoise tone					colour stick	92 5	50 10	16 6	
bath	—	—	7 0	fashion case	3275	—	—	10 0	eye tints	58 6	32 2	10 6	
traveller	—	—	25 9	white fashion case	3274	—	—	10 0	lash colour	92 5	50 10	16 6	
cream rouge	—	—	—	extra moist	5566	—	—	11 6	refill	64 5	35 5	11 6	
eye shadow cream and	—	—	—	fashion case	5416	—	—	9 0	potion perfume	109 3	60 1	19 6	
stick	—	—	—	refill	—	—	—	—	sun face	58 6	32 2	10 6	
frosted dusting	—	—	—	Loxon (295 CM & R)					sun soother	80 9	44 5	14 6	
golden dusting	—	—	—	liquid (vet.)	1qt	56 3ea	—	75 0	sun stick	55 3	30 5	9 11	
lively lashes	—	—	—	paste cartridges	6	174 0ea	—	232 0	topspeed tan	89 8	49 4	16 0	
make-up case de luxe	—	—	—	pellets	120 0ea	—	160 0		Mason Pearson (807 MPB)				
nail colour	—	—	—	varidoser	52 6ea	—	70 0		ladies hairbrushes	9 3ea	3 5ea	17 5	
remover	—	—	—	Lucozade (103 Beecham)					pocket nylon	17 0ea	6 3ea	31 9	
base coat	—	—	—	small	15 6	3 6	1 3	*	bristle	15 4ea	5 7ea	28 7	
top coat	—	—	—	large	25 9	5 8	3 4	*	bristle & nylon	14 3ea	5 3ea	26 8	
Onyx Cologne spray	—	—	—	* Includes 3d for container					handy nylon	39 5ea	14 6ea	73 7	
deodorant stick	—	—	—	* Includes 4d for container					bristle extra	21 8ea	8 0ea	40 6	
Royal Rose range	—	—	—	Lux (756 Lever)					medium	17 0ea	6 3ea	31 9	
special hand cream	—	—	—	toilet soap	small	56 5	20 8	1 3	nylon gentle	18 9ea	6 11ea	35 0	
Tiara perfume ½ oz	—	—	—	large	57 11	21 3	1 11		nylon (universal)	54 1ea	19 10ea	101 0	
Tweed bouquet mist	—	—	—	Lydrin (211 Butler)	500ml	144 0	—	18 0	bristle extra	26 2ea	9 7ea	48 10	
parfum solide	—	—	—	Mac (103 Beecham)					bristle & nylon	60 2ea	g22 1ea	112 4	
Le Dix (Balenciaga (480 FP) (existing entry)				lozenges	tube	7 3	2 8	1 0	(popular)	34 0ea	12 6ea	63 7	
Le Dix (Balenciaga (386 Douek)				carton	17 6	6 5	2 5		men's military brushes	18 9ea	6 11ea	35 0	
eau de toilette	1½oz	21 0ea	11 6ea	44 0	Macdonald (786 Macdonald)				medium	54 1ea	19 10ea	101 0	
4oz	33 9ea	18 7ea	71 0	belladonna plasters†					nylon (universal)	26 2ea	9 7ea	48 10	
7oz	55 0ea	30 3ea	115 0	white cloth	5 × 7½	11 6	4 3	—	large	60 2ea	22 1ea	112 4	
15oz	81 0ea	44 6ea	170 0	7 × 11	23 0	8 5	—		bristle extra	34 0ea	12 6ea	63 7	
32oz	119 0ea	65 5ea	250 0	red felt	5 × 7½	22 6	8 3	—	bristle & nylon	20 0ea	7 4ea	37 4	
atomiser	43 0ea	23 8ea	90 0	7 × 11	45 0	16 6	—		(popular)	25 0ea	9 2ea	46 8	
perfume	1oz	18 6ea	10 0ea	red flannalette	5 × 7½	17 0	6 3	—	brushcases leather	100 0ea	—	225 0	
1½oz	23 4ea	12 10ea	50 0	7 × 11	34 0	12 6	—		single	72 0	39 7	12 6	
2oz	34 0ea	18 8ea	73 0	burn dressing	No. 10	59 0	—	—	double	30 72 0	—	9 0	
3oz	56 0ea	30 9ea	120 0	(1 gross)	No. 11	104 0	—	—	Masumi (301 Coty)	100 16 0ea	—	24 0	
4oz	89 0ea	48 11ea	190 0	(1 gross)	No. 12	166 0	—	—	talcum	1000 150 0ea	—	225 0	
atomiser	140 0ea	77 0ea	300 0	(1 gross)					375-25	72 0	39 7	12 6	
refill	223 0ea	122 8ea	480 0						Matthodorm. (809 M & W) ts4B	30 72 0	—	9 0	
talcum	46 6ea	25 7ea	100 0						tablets	100 16 0ea	—	24 0	
110g	31 8ea	17 5ea	68 0						1000	150 0ea	—	225 0	
Lessmo (1490 IAPS)	37 6	13 9	7 0						Maws (810 Maw)				
old pack	—	—	—						babysoft soap	343-01	8 0	2 11	1 3
Lifebuoy (756 Lever)									Tuffy Tail pads	(20)	40 0	—	4 2
soap	toilet	56 5	20 8	1 3	Macey (1412 Jackel) existing entry				newborn	(10)	23 3	—	2 5
bath	(6 doz)	(6 doz)	57 11	21 3	Macey (1412 Jackel)				standard	(20)	44 0	—	4 7
family	(4 doz)	(4 doz)	36 5	13 4	facecloths	14 9	2 0	—	Undercover Girl	(3 doz)	23 9	—	11
Lilia (761 Lilia-White)					218	18 4	2 6	—	disposable briefs	20 3	—	9	
sanitary belts	6	14 0	—	1 5	236	19 0	2 7	—	bikinis	(3 doz)	62 5	—	6 6
sanitary towels	12	25 7	—	2 7	217	20 0	2 9	—	Max Factor (813 MF)				
Lil-lets (761 Lilia-White)					110	21 4	2 11	—	astrigent lotion	56 8	29 7	9 7	
regular	10	22 7	—	2 4	112; 219; 234	23 9	3 3	—	bargain in beauty	85 4	44 7	14 5	
super	20	39 9	—	4 2	202; 216; 237	25 8	3 6	—	beauty trio	35 4	18 6	6 0	
super plus	20	44 8	—	4 8	138	27 6	3 9½	—	cake mascara	24 0	12 6	4 1	
Li-lo (308 Cow)					220; 243	33 0	4 6½	—	cake rouge	38 8	20 2	6 6	
hot water bottles					223; 230	36 0	4 11½	—	California bronze glosses	44 8	23 4	7 6	
Airflow junior	65 0	—	8 3		140; 211; 239; 240	40 4	5 6½	—	sun sticks	44 8	23 4	7 6	
double heat	78 0	—	9 9		139; 226	47 8	6 7	—	cleansing cream	50 0	26 2	8 5	
standard	81 0	—	10 3		229	48 0	6 7	—	cosmetic soap	48 8	16 11	7 6	
major	90 0	—	11 3		143	62 3	8 7	—	tube	38 8	20 2	6 6	
sheerline	84 0	—	10 6		Maclean (104 BP)				cream rouge	32 8	17 1	5 6	
Linomel (1034 R & P) existing entry					indigestion tablets	20 6	7 7	2 10	cuticle remover	50 0	26 2	8 5	
Linomel (1034 R & P)					powder	36 3	13 4	5 0	dry skin cream	35 4	18 6	6 0	
8oz	—	—	9 0		Macleans (105 BTD)				eye liner cake	56 0	29 3	9 5	
16oz	—	—	17 6		toothpaste standard	19 7	7 3	2 9	eye liner shiny	44 8	23 4	7 6	
4lb	—	—	68 0		large	27 11	10 3	3 11	pads	28 0	14 8	4 9	
					economy	39 3	14 5	5 6	sharpening refill	35 4	18 6	6 0	
					McDougall's (295 CM & R)				eye shadow aqua	35 4	18 6	6 0	
					liquid dip (vet.)	28 0ea	—	35 0	factors	36 8	19 2	6 2	
					5gal	96 0ea	—	120 0	frosted	35 4	18 6	6 0	
					Mac-lemon (103 Beecham)				Shadow Creme	35 4	18 6	6 0	
					cold treatment	29 0	10 8	4 0	Shadow Play	36 0	12 6	5 7	

	Trade	Tax	Retail
powder	44 8	23 4	7 6
insolent	46 8	24 5	7 10
ly deodorant spray	52	27 6	8 11
on lower lashes	74 0	38 8	12 6
n puff	6 0	3 2	1 0
sible foundation	50 0	26 2	8 5
ki tube	32 8	17 1	5 6
roosting	44 8	23 4	7 6
gloss	38 8	20 2	6 6
ick	44 8	23 4	7 6
icure oil	32 8	17 1	5 6
ara wand refill	32 8	17 1	5 6
ush tip	50 0	26 2	8 5
base coat	32 8	17 1	5 6
polish	26 0	13 7	4 5
escent	31 4	16 4	5 3
formula	38 0	19 10	6 5
over	38 8	20 2	6 6
coat	32 8	17 1	5 6
el touch	64 0	33 5	10 9
on deodorant	44 8	23 4	7 6
n fresher	56 8	29 7	9 7
men			
er shave lotion	62 8	32 9	10 7
dy talc	46 0	24 0	7 7
ar gel tube	28 0	14 8	4 9
odorant Cologne	74 0	38 8	12 6
odorant spray	56 0	29 3	9 5
ty shave	58 0	20 2	8 11
-electric shave	62 8	32 9	10 7
ic hair dressing	62 8	32 9	10 7
elline (1377 R & A)			
ara magic	39 0	21 5	6 6
ill	27 0	14 10	4 6
ralash	39 0	21 5	6 6
fill	27 0	14 10	4 6
ped (827 Medaped)			
on easer single	21 0	—	2 8
-away pad	9 9	3 7	1 9
ion heel hose			
er pair	12 0	1 8	1 9
ay-tred pair	22 3	—	2 10
n cushion pair	65 5	—	8 2
atarsal brace			
single	34 0	—	4 3
separator pair	14 7	—	1 10
d pair	19 0	—	2 5
riser pair	53 0	7 3	7 3
ide (894 Nicholas)			
oules 10ml 25			
w Blossoms (280 CP) 5 pack minimum order			
st soap (4)	49 0	17 9	2 3
(1 gross) (1 gross)			
ly (412 Elida)7			
colourant	47 1	25 11	7 11
oire Cherie (60 Arden)			
cubes (6) 733-84	—	—	18 0
oil 5 phials			
766-84	—	—	40 0
salts 763-84	—	—	48 0
vel 764-84	—	—	29 0
orant roll-on			
732-00	—	—	14 0
ing powder			
744-84	—	—	19 0
754-84	—	—	39 0
759-84	—	—	66 0
f-puff 755-84	—	—	16 0
379-84	—	—	26 0
809-29	—	—	25 0
er mist 809-30	—	—	44 0
809-46	—	—	34 0
box 991-01	—	—	165 0
973-00	—	—	135 0
974-00	—	—	190 0
spray 319-84	—	—	24 0
dbag 316-84	—	—	14 0
lotion 357-64	—	—	17 0
357-71	—	—	25 0
357-56	—	—	17 0
357-88	—	—	25 0
ture bath 761-84	—	—	58 0
umair 809-05	—	—	42 0
ume 809-41	—	—	95 0
809-42	—	—	140 0
809-43	—	—	210 0
809-44	—	—	360 0
den atomiser			
809-47	—	—	103 0
ume mist 809-34	—	—	57 0
809-33	—	—	82 0
umiser 809-50	—	—	49 0
bath 750-84	—	—	13 6
hand (3) 749-84	—	—	25 6
travel 752-84	—	—	13 6
x-ender 332-84	—	—	34 0
hphone (930 P & B)			
pax (894 Nicholas)†s4B			
20g	45 0	16 6	7 1
250	—	—	—
ex (485 Fulford)			
rotation and			
alant	15 7	5 9	2 5
ore (1500 MM & M)			
ical tape			
x5yd	51 0	—	3 2
(2 doz)	42 0	—	5 3
xSyd	37 9	—	9 6
(1 doz)			
x5yd			
(½ doz)			

	Trade	Tax	Retail
Milk of Magnesia (976 PL)			
4oz	22 6	7 5	3 0
12oz	51 11	17 0	6 11
peppermint flavoured			
4oz	22 6	7 5	3 0
8oz	41 3	13 6	5 6
tablets			
handy	20 0	6 8	2 8
medium	41 3	13 8	5 6
large	63 8	21 1	8 6
Mimette (1413 P & S)			
(distributors 1545 Vestric)			
(distributors 649 ICI)			
Mimospray (1413 P & S)			
(distributors 1545 Vestric)			
(distributors 649 ICI)			
MiniBisks (1530 Fisons)			
Minolta (667 JCL)			
cameras 2½in square			
Autocord	819	0ea	433 6ea 1662 0
Cd5	1029	6ea	545 0ea 2089 3
cameras SLR			
5R T101 f1.7 lens	1635	6ea	865 9ea 3319 0
projector			
Autodual 8	660	0ea	349 6ea 1339 6
Miocarpine (930 P & B)			
Miocarpine (1476 SMP)			
-ophthalmic solution			
0.5%	10cc	4 3ea	— —
15ml	—	—	—
Miochol (930 P & B)			
Miochol (1476 SMP)			
Mister Smiths (1157 5)			
shave foam 11oz			
Mist. podophyllin co. (211 8utler)			
Mist. tomarind co. rub. (211 8utler)			
Mist. voler. brom. co. (211 8utler)			
Molamel (1034 R & P)			
11b	—	—	11 6
Monodral (97 Bayer)			
tablets	1000		
Moorland (751 LL)			
indigestion tablets	40	18 3	6 8
80	31 2	11 5	4 5
Morny (862 Morny)			
after bath Cologne			
22352	—	—	14 9
22362	—	—	24 9
F/F or Sandalwood			
22352	—	—	15 9
22362	—	—	26 6
22561	—	—	12 6
bath foam			
Beauty Bath			
foam	22531	—	12 6
22541	—	—	21 0
dusting powder with			
puff	27310	—	17 6
F/F or Sandalwood			
with puff	—	—	18 6
eau de toilette	22301	—	10 6
overnighter	22980	—	16 6
perfume roll-on F/F			
22101	—	—	17 6
perfumes Gardenia,			
Lily of the Valley			
22191	—	—	11 6
F/F or Sandalwood	—	—	12 6
aerosol	22201	—	24 9
soap F/F, Pink Lilac,			
Gardenia, Lavender			
Flowers, Lily of the			
Valley, Sandlewood.			
toilet (3)	—	—	7 9
bath (2)	—	—	8 6
(3)	—	—	12 9
visitors (5)	—	—	7 9
toilet traveller 21411	—	—	5 0
Mu-Cron (657 IL) †s7			
tablets	12	24 1	8 10
30	43 4	15 11	6 9
Mulcets (1053 Rexall)			
20	23 6	8 7½	3 6
Mum (172 BMCL)			
for Fresh & Dry see			
under Fresh & Dry			
Rollette refill			
perfumed	32 4	17 9	5 0
unperfumed	32 5	11 11	4 8
Mylomide (894 Nicholas)			
Mysore (47 Anestan)			
Mysore (325 C-A)			
"N" (333 Cupal)			
tonic syrup	6oz	24 3	8 0
3 6			
Nailoid (31 AP)			
(distributors 1377 R & A)			
nail hardener	40 0	20 11	6 6
Natural Wonder (1052 Revlon)			
astringent lotion	5284	—	16 6
blotting blusher	0622	—	31 6
blotting pressed powder			
5349	—	—	19 0
cleansing pads	5090	—	15 6
fashion case	2833	—	11 0
eyeliner cake	0599	—	17 6
eye shadow	0593	—	25 0
flowing lotion make-up			
5348	—	—	17 6

	Trade	Tax	Retail
lidliner brush	4694	—	11 6
lipstick	0538	—	11 0
make-up cake	5126	—	18 6
pressed powder	0837	—	16 6
replacement puff			
5029	—	—	3 0
oil free make-up	5348	—	—
skin lotion	0776	—	—
Negram (97 Bayer) TS			
tablets	56	40 10ea	61 3
Neo-Cantil (824 MCP)TS			
elixir	100ml	21 6ea	7 10ea
tablets	50	35 4ea	12 11ea
Neoferrum (324 Crookes)			
100ml	34 0	13 0	5 4
200ml	67 0	25 0	10 6
2l	34 9ea	12 9ea	—
Nerissa (1160 Solport) existing entry			
Nerissa (1160 Solport)			
puffs duet foam 2½in			
(2)	15 9	8 8	1 4
(2 doz)	(2 doz)	(2 doz)	2 5
flock foam	(2)	42 6	23 5
(3 doz)	(3 doz)	25 6	14 0
fur 2½in	(3)	4 4ea	2 7ea
lambskin 3in			8 11
lambskin bath with			4 4
bow 4in	60 0	33 0	10 3
4½in	70 6	38 9	12 0
5in	82 0	45 2	14 0
nylon 2½in	11 0	6 0	1 10
velour single sided			
carded 2½in	16 9	9 2	1 5
(2doz)	(2doz)		
double sided carded			
2½in	11 3	6 2	1 11
3in	12 9	7 0	2 2
3½in	14 9	8 1	2 6
4in	16 9	9 2	2 10
Nestle (451 F & J)			
Natural Net			
Netelast (1087 Roussel)			
elasticated net bandage			
size F	25m	183 11ea	—
size G	25m	230 11ea	—
Nethaprin Dospan (838 Merrell) †s4B			
Nevroids (1467 AP & T)			
tablets	30	60 0	22 0
70	100 0	36 8	15 8
Nibiol (346 Dales)			
tablets	60	27 0ea	40 6
100	40 0ea	—	60 0
500	180 0ea	—	270 0
Nilstim (1568 Trentham)			
tablets	100	10 0ea	15 0
Nivea (1164 55L)			
creme	362	17 0	9 1
368	25 2	13 6	4 2
tube	1613	20 7	11 0
medical pack	370a	122 0	65 2
polystyrene jar	366	46 11	25 0
367	71 4	38 3	11 7
skin lotion	1705	23 1	12 5
1706	41 8	22 3	6 9
shaving cream			
tube	280	26 0	9 3
281	37 4	13 3	5 6
Sunfilta cream	348	29 4	15 8
397	49 1	26 2	7 11
sun milk	398	57 3	30 6
sun tan gel	394	46 6	24 9
sun tan oil	392	50 11	27 3
sun oil family	396	73 6	39 1
talcum	1630	22 2	11 11
Noa Noa (596 HR)			
bath essence	7302	—	—
dusting powder			
drum	7208	—	—
flask	7233	—	—
perfume	7122	—	—
skin perfume	7004	—	—
spray	7002	—	—
7022	—	—	—
soap toilet (3)	7334	—	—
Nocold (705 Kirby)†			
tablets	12	24 0	8 10
old pack	—	—	—
Norlutin-A (938 PD)			
tablets	30		
Norolen (1045 R)			
Norton (900 Norton)			
gift sets			
after-shave lime	Q2	64 0	35 2
after-shave and soap	Q8	96 0	52 9
Be My Guest	G30	144 0	33 0
perfume sachets	RR1	19 6	10 9
soccer ball/wash cloth			
L12	68 0	17 0	10 0
tennis ball/wash cloth			
L11	68 0	17 0	10 0
wash cloth guest discs			
G24	93 0	22 0	13 6
wash cloth rose soaps			
G25	24 0	19 0	12 6

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
bubble bath				Nudit (596 HR)					Pegina (1417 Coraline)		
cognac	Q12	61 0	22 4	hair remover					indigestion mixture	48 0	17 8
dolly	Q7	42 6	15 7	facial	2061	—	15 6		Pekk (328 CCC)		
gin	Q4	58 0	21 3	legs	2602	—	15 0		(vet.)	1cwt	205 4ea
Harry Hare	B1	63 0	23 1	Nu-Fresh (903 NPU)					Peksol (328 CCC)		
MRN jar	H8	76 0	27 10	aerosol air freshener	27 4	—	3 5		soluble vitamins	2oz	96 0
Pedro	P2	63 0	23 1	fly killer	27 4	—	3 5		(vet.)	20oz	58 8ea
Picasso	P1	42 0	15 5	Nu-Mist (903 NPU)					Penetrol (751 LL)		
stem jar	H12	96 0	35 2	deodorant aerosol	31 6	17 3	5 6		inhalant	25 9	9 5
novelty soaps				Nu-Ray (475 WF)					inhaler	19 4	7 1
3 animals	B4	40 0	14 8	hot water bottles	58 6	—	—		Peplax (333 Cupal)		
3 tennis balls	L7	69 0	25 3	Nu-Star (479WF)					tablets	25	19 6
3 tulips	T1	63 0	23 1	hot water bottles	55 0	—	—		Peps (1530 Fisons)		
4 dice	L6	38 0	13 11	Nu-Sun (479 WF)					rolls (3)	20 1	7 4
4 golf balls	L5	40 0	14 8	hot water bottles	55 0	—	—		Pepsodent (509 Gibbs)		
12 golf balls	L4	77 0	28 3	Nutrinail (485 Fulford)	31 7	17 4	5 5		toothpaste standard	13 0	4 9
Age o Elegance W1	67 0	24 7	10 6	refill	22 5	12 4	3 10		large	20 7	7 7
Algy magic rabbit X1	23 0	8 5	3 6	Nutritive tonic (211 Butler)					Permaware (1412 Jackel) existing entry		
Apple for the Teacher				Nymph (1163 Souplex)					Permaware (1412 Jackel)		
C6	31 0	11 4	4 9	razor	30 0	11 0	5 0		Nursery Rhyme cup,	59 0	£ 1
bath time dolly Q14	53 0	19 5	8 3	blades (5)	9 0	3 4	1 6		beaker		
bouquet of 5 carnations				Oblivon (187 B5)					deep plate, flat plate,	62 6	8 7
FI	45 0	16 6	6 11	elixir	500ml				cereal bowl	29 6	4 1
capsules and doll B9	66 0	24 2	10 3	Odo-Ro-No (256 CPL) existing entry					egg cup	29 6	4 1
Chitty Chitty Bang Bang				Odo-Ro-No (256 CPL)					Chicken cup, porringer,	59 0	£ 1
M6	25 0	9 2	3 11	Cologne aerosol	38 0	19 6	5 11		beaker		
G41	£0 0	29 4	12 6	deodorant stick	24 1	12 4	3 9		non-spill bowl, deep	62 6	8 7
double decker				unperfumed	25 0	8 6	3 6		plate	29 6	4 1
Fleur de Tabac				roll-on	38 1	19 5	5 11		egg cup		
shower	HA2	76 0	27 10	squeeze pack	29 0	14 10	4 6		Personna (964 Personna)		
gilt jar/rose soaps	H7	76 0	27 10	Dri Mist anti-perspirant	51 0	26 0	7 11		blades platinum	42 10	15 9
gin and lime	Q9	96 0	35 2						(20 pkts)	(20 pkts)	
guest roses (6)	G6	55 0	20 2						Petal (153 B5C) 25 case minimum order		
hamburger	G4	40 0	14 8						tissue 2-roll	23 1	—
hand grenade bottle									(1½ doz)	30 9	—
Q3	58 0	21 3	9 0						4-roll		3
G5	40 0	14 8	6 3						Pifco (983 Pifco) existing entry		
Koko magic									Pifco (983 Pifco)		
poodle	X3	25 6	9 4						baby bottle warmer		
lemon	E8	15 0	5 6						987	27 10ea	9 11ea
Mickey Mouse series									1098	37 3ea	13 4ea
M1	48 0	17 7	7 6						1355	29 7ea	10 7ea
Mini magic cat	X2	25 6	9 4						1560	74 6ea	26 8ea
Music Masters	53	51 0	18 8						399	162 7ea	58 2ea
owl & pussy cat	B2	54 0	19 9						99	99 0ea	—
punnets											132
3 lemons	D3	45 0	16 6								
3 oranges	D2	45 0	16 6								
min lemons	D13	55 0	20 2								
mixed fruit	D17	55 0	20 2								
orange/lemon	D9	45 0	16 6								
strawberries	D12	55 0	20 2								
rectangular basket											
mixed fruit	R2	102 0	37 5								
roses and doll	B8	51 6	18 10								
Rugby ball on rope											
L9	42 0	15 5	6 6								
sea shells	G1	45 0	16 6								
large shells	G2	45 0	16 6								
mermaid	G3	45 0	16 6								
capsules	G9	61 0	22 4								
shells and dolls	B7	51 6	18 10								
soap mitts	C7/8	48 0	17 7								
soap on rope lemon											
HA3	67 0	24 7	10 6								
stem jar pellets	H14	114 0	41 9								
stick basket											
lemon	D9B	55 0	20 2								
stopper jar mixed											
fruit	H35	88 0	32 2								
strawberry	D5B	55 0	20 2								
tangerine	D7B	55 0	20 2								
schoolgirl talc/puff											
C21	48 0	26 5	7 9								
transfers											
Alice in Wonderland											
M16	48 0	17 7	7 6								
Ford car	M3	108 0	39 7								
Flying machines	M7	48 0	17 7								
Toulouse Lautrec											
M30	55 0	20 2	8 6								
Veteran Cars	M4	48 0	17 7								
Winnie the Pooh	M5	48 0	17 7								
Troika	G26	121 0	44 4								
wood crate											
lemons	E4	121 0	44 4								
mixed fruit	E3	121 0	44 4								
oranges	E5	121 0	44 4								
Noshine (60 Arden)	207-51	—	—								
No-Slip (608 Hinders)											
hose saver	pr.	16 9	2 3								
Notensil (1530 Fisons)											
Novarsenobillon (971 P5MB)											
Novelil (1303 Wander)ts4B											
tablets	100	30 0ea	—								
No-Vice (328 CCC)											
aerosol (vet.)	14	8ea	—								
N.P.U. (903 NPU)											
hot water bottles											
Cosy	57 0	—	6 9								
Meteor	68 0	—	8 6								
Petal	76 0	—	9 6								
Super heat	74 0	—	9 3								
Vulcan	80 0	—	10 0								
Twin Heat	84 0	—	10 6								
Everwarm	92 0	—	11 6								
De Luxe	132 0	—	16 6								
Nudame (328 CCC)											
(vet.)	12 x 1oz	38 4ea	—								

	Trade	Tax	Retail			Trade	Tax	Retail		Trade	Tax	Retail
Rayvit (1034 R & P) existing entry				D								
Rayvit (1034 R & P)				I								
bonemeal plus tablets			7 6		Reponek (809 M & W) tablets	5 0ea	—	9 0		Rexall (1053 Rexall)		
150 — — 25 0					Resochin (452 FBA) tablets	16 11ea	—	25 4		acne		
600 — — 25 0					Revlon (1052 Revlon)					cleansing lotion	100ml	30 0
brewers yeast tablets			6 0		Adheron 0201	—	—	9 0		lotion	—	11 0
200 — — 16 0					anti-perspirant 0724	—	—	18 0		treatment cream	25g	30 0
600 — — 8 6					Aquamarine	—	—	34 6		bone and nerve liniment	110ml	21 0
carob flour 8oz — — 9 0					dusting powder 0429	—	—	10 0		liniment	220ml	31 6
comfrey tablets 150 — — 32 0					lotion 5155	—	—	12 0		brewers yeast tablets	60	24 6
600 — — 5 6					shampoo	—	—	12 0		120	37 6	—
flour 4oz — — 19 6					tinted and bleached 0274	—	—	12 6		250	62 0	—
11b — — 6 0					soap 0730	—	—	16 0		60	24 6	—
garlic perles 60 — — 17 6					Blondsilk lotion	—	—	21 0		120	37 6	—
200 — — 7 6					lightener 5357	—	—	17 0		with iron	60	24 6
halibut oil capsules			24 0		Blue Mist hair spray	—	—	38 6		120	37 6	—
125 — — 12 0					Blush On	—	—	15 6		brightener toothpaste	150g	28 6
450 — — 11 6					tortoise tone kit 5694	—	—	10 0		150g	28 6	10 5½
60 — — 33 6					refill 5755	—	—	13 0		bronchial and catarrh syrup †DDI	125ml	21 0
150 — — 9 0					0755	—	—	7 0		250ml	31 6	7 8½
250 — — 28 6					Bronze Lustre	—	—	12 0		125ml	21 0	11 6½
850 — — 6 6					lotion normal skins	—	—	12 0		cherry bark cough syrup	125ml	21 0
50 — — 23 6					5013	—	—	13 6		childs cough mixture	125ml	21 0
200 — — 10 0					sensitive skins 5014	—	—	15 6		125ml	21 0	7 8½
120 — — 11 6					tanning normal 5124	—	—	13 6		corn-wart application	17 0	6 2½
450 — — 31 0					sensitive 5166	—	—	12 6		rubber gloves lined	26 6	3 8
safflower oil capsules			11 6		Colour Silk 0259	—	—	21 0		unlined	19 0	2 7
50 — — 15 0					cuticle gelee 5267	—	—	15 0		tooth tincture	17 0	6 2½
4oz — — 5 0					cuticle massage cream	—	—	12 0		zinc & castor oil cream	20 0	—
150 — — 7 0					0240	—	—	12 0		Rexpel (1053 Rexall)		
500 — — 19 6					remover cream 0241	—	—	12 6		worm syrup	28cc	23 0
sunflower oil 1pt — — 7 6					Eyemakers a la Carte	—	—	13 0		114cc	56 6	—
½gal — — 25 0					cake mascara 2206	—	—	7 0		Ribena (103 Beecham)		
vitamin D capsules 45 — — 6 0					refill 2210	—	—	12 0		blackcurrant drink	32 3	7 2
160 — — 20 0					eye make-up remover pads 5123	—	—	12 0		standard family	45 11	10 2
vitamin E capsules			7 0		fine line eyebrow pencil refill 0380	—	—	8 0		* Includes 4d for container		
30iu 40 — — 23 6					Firma Nail 0279	—	—	13 0		Ricotiv (211 Butler) †	21	30 0ea
150 — — 13 6					Flex cream 0288	—	—	18 0		Rite Diet (1545 Vestric)		
100iu 40 — — 44 6					lotion	—	—	21 0		Rite Diet (1440 WFL)	6 3ea	—
wheat germ capsules			6 0		frosted prolife 0222	—	—	10 6		diabetic fruit cake 14oz	—	8
70 — — 19 6					lip blushers 0519	—	—	11 6		gluten free products		
250 — — 19 6					lip liner 0309	—	—	9 6		flour	28x11b	68 0ea
Regula (980 Photopia)					lipstick lustrous 5165	—	—	10 0		4x7lb	63 0ea	—
cameras					frosted translucent 5171	—	—	12 0		plain sweet biscuits	5½oz	2 2ea
Diplomat C	73 10ea	39 3ea	150 0		Living Curl	—	—	15 6		protein free products		
kit	88 2ea	46 9ea	179 0		nail cream 0301	—	—	10 0		flour	28x11b	82 0ea
Insta King	58 8ea	31 0ea	119 0		non-smear remover	—	—	6 0		4x7lb	72 0ea	—
electronic	271 0ea	143 6ea	550 0		0419	—	—	6 0		gluten free/protein free bread	8oz	2 8ea
Olympatic IA	330 2ea	174 9ea	670 0		non-smudge remover	—	—	8 0		Robinson's (285 Colman)		
Sprintic C	221 8ea	117 6ea	450 0		quick dry 0487	—	—	19 6		barley cereal		
kit	260 6ea	138 3ea	529 0		Renaissance	—	—	17 0		low calorie drinks		
Sprinty C	113 4ea	60 0ea	230 0		Clean & Clear	—	—	22 0		patent groats		
kit	171 4ea	91 0ea	348 0		extra dry 5047	—	—	26 0		triple strength drinks		
Sprinty BC	182 4ea	96 6ea	370 0		regular 5048	—	—	15 0		sweet corn cereal		
kit	240 4ea	127 6ea	488 0		for dry skin 5197	—	—	57 0		Rodine (1047 Rentokil)		
case	38 10ea	20 9ea	79 0		Clean & Regular 5046	—	—	25 0		mouse bait sachet	12 0	—
flashguns					Eterna 27 cream 5041	—	—	22 0		sachet	24 0	—
MK	19 2ea	10 3ea	39 0		cleansing formula 5521	—	—	38 0		large	64 0	—
FS	216 10ea	114 9ea	440 0		facial mask 5520	—	—	63 0		7lb	13 4ea	20 0
FP	167 6ea	88 9ea	340 0		super emollient cream 5524	—	—	30 0		14lb	25 0ea	37 0
FM	167 6ea	88 9ea	3400		toning formula 5522	—	—	18 0		28lb	43 0ea	64 0
Regulets (333 Cupal)					Liquid Asset 5075	—	—	28 0		56lb	74 8ea	112 0
laxative tablets					5076	—	—	17 0		Roger & Gallet (1076 R & G)		
carton 30	19 6	6 5	3 0		Moon Drops	—	—	31 0		bath cubes (6)	4 6ea	2 6ea
tin 12	10 9	3 7	1 9		balm 5068	—	—	36 0		Cologne black label		
36	19 6	6 5	3 0		5069	—	—	44 0		1015	3 3ea	1 9ea
Remington (1044 R)					demi	—	—	15 0		1066	5 6ea	3 0ea
shavers					active face rinse	—	—	31 0		1016	10 0ea	5 6ea
GT with pouch	76 10ea	27 0ea	130 0		base bronze	—	—	44 0		1017	18 6ea	10 3ea
Rennie (893 Nicholas)					blushing powder	—	—	15 0		1018	33 9ea	18 6ea
tablets	12	24 11	8 5		refill	—	—	31 0		1190	4 3ea	2 3ea
	25	(3doz) 28 9	(3doz) 9 9		face powder	—	—	26 0		1000	7 0ea	3 9ea
	50	(2doz) 25 0	(2doz) 8 6		flowing creme	—	—	16 0		1001	11 9ea	6 3ea
	100	39 3	13 4		lipstick	—	—	18 0		6047	13 6ea	7 6ea
Rentokil (1047 Rentokil)					Luminesque	—	—	25 0		1002	22 6ea	12 1ea
bird repellent	—	—	10 0		eyeliner	—	—	34 0		talcum	5 3ea	2 9ea
cream polish	½pt	—	5 0		eyeshadow	—	—	21 0		tonic foam bath	10 bath	6 3ea
dry rot fluid	½gal	—	40 0		pressed powder refill	—	—	14 0		20 bath	10 6ea	5 9ea
1gal	—	—	24 6		stuffing cleanser	—	—	16 0		men's range		
5gal	—	—	38 0		emollient cleansing cream 5062	—	—	18 6		Tenax hair cream	4 0ea	2 3ea
Insectrol aerosol 20oz	—	—	170 0		facial freshener 5053	—	—	28 0		Rondase (179 BDH)		
moth proofer aerosol 20oz	—	—	17 6		5073	—	—	12 0		Rosedale (451 F & J) existing entry		
wood preservative 1qt	—	—	11 0		lipstick 5188	—	—	16 0		bubble bath	6 6	2 5
1gal	—	—	18 0		moisture cleanser 5045	—	—	24 0		280cc	28 11	10 7
5gal	—	—	30 0		5074	—	—	29 0		Cologne	22 0	12 1
woodworm fluid 5oz	—	—	4 0		5075	—	—	18 6		day fresh	26 0	—
10oz	—	—	6 6		5076	—	—	16 0		hair sprays		
20oz	—	—	10 0		night cream 5063	—	—	15 0		lacquer aerosol	127g	23 5
1qt	—	—	15 3		toning lotion 5049	—	—	28 0		190g	35 0	19 3
1gal	—	—	24 6		5050	—	—	17 0		16oz	51 0	28 1
5gal	—	—	38 0		under make-up moisture base 5070	—	—	29 0		squeeze bottle	22 0	12 1
aerosol 6oz	—	—	6 6		Satin Set 5011	—	—	15 6		refill	15 4	8 5
quick drying 1pt	—	—	11 0		Silken Net 0865	—	—	18 0		lanospray aerosol	16oz	51 0
1qt	—	—	16 6		solvent 0427	—	—	15 6		squeeze bottle	22 0	12 1
1gal	—	—	26 0		Sunnyside Up 0142	—	—	10 6		refill	15 4	8 5
5gal	—	—	42 6		Super Natural	—	—	13 0		soft spray aerosol	127g	23 5
junior injector	—	—	190 0		Supersealer 0228	—	—	17 6		190g	35 0	19 3
			5 9		wonder wear 2220	—	—	18 0		crystal clear refill	18 0	9 11
					Z.P.11 shampoo 5185	—	—	17 6		hand cream	22 0	12 1
										lavender water	43 11	24 2
										pine essence	22 6	8 3
										shampoo	280cc	20 10
										dry puffer pack		7 8

	Trade	Tax	Retail
's (109 Schweppes)			
le juice cordial 20oz	24 9	5 5	3 2
½ bott	—	—	D
malade sugar free			
½ lb	21 5	—	2 6
(1084 Ross) existing entry			D
(1084 Ross)			I
oculars			
orfolk 8×40	—	—	484 0
ent 12×40	—	—	670 5
ncaster 9×35	—	—	517 5
ornwall 16×60	—	—	814 5
ectacle 8×35	—	—	710 5
eptron 8×30	—	—	951 2
eplevon 11×50	—	—	1366 6
eprava 9×35	—	—	1001 11
eplux 7×50	—	—	1338 0
ders (967 Petfoods)			I
sweets handy	32 0	6 2	2 0
	(2doz)	(2doz)	
large	26 7	5 2	3 4
Sweden (1412 Jackel) existing entry			D
Sweden (1412 Jackel)			I
brushes ladies			
111	51 0	18 8½	7 11
505	80 4	29 5½	12 6
90; 1984; 1986; 1987;			
988; 15244; 15468;			
5431; 15461	128 6	47 1½	20 0
471; 15472; 15473	286 0	104 10	44 6
1; 503	408 0	149 7	63 6
7	472 0	173 1	73 6
brushes men's			
59; 2060	128 6	47 1½	20 0
59B	135 0	49 6	21 0
45	151 0	55 4	23 6
r (1091 Rybar)			
ic tablets (dogs) 30	18 0	6 7	2 10
100	48 0	17 7	7 7
18 Calmie)			I
am 30g	53 0	19 5	8 3
ting powder 15g	35 0	12 10	5 5
75g	106 0	38 10	16 6
15g	34 0	12 5	5 3
na (Utermohlen) (386 Douek)			
on wool in bags			
15g	8 0	—	1 0
36g	14 0	—	1 9
75g	22 0	—	2 9
110g	30 0	—	3 9
opyrin (1497 PGBL) ts4B			
istributors 1556 Farillon)			
positories 10	20 2ea	—	30 3
mycin (452 FBA)			
oules 2004g	51 10ea	—	77 9
ogen (1530 Fisons)			
junior	69 11	25 8	9 9
standard	131 10	48 4	18 3
economy	236 0	86 7	32 5
family	424 0	155 6	58 6
ivitamins 30	60 6	—	7 6
ior 60	112 8	—	14 0
ior 30	38 1	—	4 9
ior 100	95 0	—	11 10
la (903 NPU)			
tary towels			
. 0	25 1	—	2 7
. 1	27 6	—	2 10
lf pack 15	4	—	1 7
. 2	31 0	—	3 3
uble 26	2	—	2 8
av (671 Jeyes)			
medium	16 11	—	1 10
giant	27 10	—	3 0
d (339 CG)			
bandage B.P.C.			
2in	28 0	—	3 4
2½in	33 3	—	4 0
3in	39 2	—	4 7
3½in	46 6	—	5 8
4in	52 9	—	5 11
5in	63 3	—	7 0
6in	76 9	—	8 6
Flow (813 MF)			
ium	34 8	18 1	5 10
dard	50 0	26 2	8 5
Off (1208 Syn)			
and cat repellent	56 0	—	7 0
at (1220 CT) existing entry			D
ht (1220 CT)			I
stomy appliance	44 0ea	—	55 0
stomy appliance	40 0ea	—	50 0
es			
stic belt	8 0ea	—	10 0
m sponge rings	1 7ea	—	2 0
stic flange rings	8 5ea	—	10 6
stic locking rings	8 5ea	—	10 6
ythene bags (100)	16 0ea	—	20 0
's (Dr.) (1108 SMC)			
deodorant anti-			
spirant	51 0	28 1	8 9
spray handbag size	26 0	14 4	4 6
es (153 BSC) 25 case minimum order			
150	44 8	6 2	3 0
	(2doz)	(2doz)	
200	56 8	7 10	3 6
	(2doz)	(2doz)	
n size	48 11	6 9	3 2
	(2doz)	(2doz)	

	Trade	Tax	Retail
Scottowels (153 BSC) 25 case minimum order			
towels 1-roll	32 7	4 6	2 0
	(2doz)	(2doz)	
2-roll	47 9	6 7	3 9
	(1½doz)	(1½doz)	
holders	23 4	3 2	3 1
	(1doz)	(1doz)	
Scotts (1118 RMS)			
country cookies 6½oz	30 9	—	2 2
	(1½doz)	—	
Diabisks 7oz	37 2	—	2 8
	(1½doz)	—	
ginger nuts 6½oz	30 9	—	2 2
	(1½doz)	—	
Husky 7oz	39 0	—	2 9
	(1½doz)	—	
medicinal charcoal			
biscuits 7oz	40 2	—	2 10
	(1½doz)	—	
Radiant Health 7oz	28 4	—	2 0
	(1½doz)	—	
Vitality 7oz	28 4	—	2 0
	(1½doz)	—	
Scrubbis (671 Jeyes) ‡			
ammonia	19 5	—	2 2
Sebbix (1530 Fisons)			
shampoo			
cream sachet	6 7	2 5	1 0
herb bottle	33 10	12 5	5 0
liquid sachet	6 7	2 5	1 0
Sek (655 ICC)			
ointment	28 3	10 4	4 0
Sedacol (1493 Zyma)			
tablets 20	5 0ea	—	7 6
100	21 10ea	—	32 9
Servicin (1123 SLL)			
sachets			D
Setlers (104 BP)			
rolls	21 9	8 0	3 0
	32 0	11 9	4 5
	16 11	6 3	1 2
	(2doz)	(2doz)	
Seton (1127 Seton)			
(distributors 93 BJ)			
Coloset colostomy bags			
8in × 5½in (100)	71 6ea	—	—
12in × 4in (100)	71 6ea	—	—
12in × 5in (100)	82 6ea	—	—
paediatric urine			
collectors (100)	55 9ea	—	—
urine drainage bags			
individually sealed			
boxes			
standard (long tube)			
(250)	277 6ea	—	—
(short tube)			
(250)	277 6ea	—	—
non-return valve			
(250)	328 6ea	—	—
drainage outlet			
(250)	607 3ea	—	—
bulk packed boxes			
standard (long tube)			
(250)	226 8ea	—	—
(short tube)			
(250)	226 8ea	—	—
non-return valve			
(250)	277 6ea	—	—
drainage outlet			
(250)	556 4ea	—	—
Zosacileo/colostomy			D
bags	—	—	—
Setonplast (1127 Seton)			
(distributors 93 BJ)			
waterproof strapping			
1in × 5yd	23 0	—	—
2in × 5yd	38 0	—	—
3in × 5yd	50 0	—	—
Shadeine (657 IL)			
(distributors 1363 Alcos)			
Sheer Genius (813 MF)			
powder cream	50 8	26 6	8 7
Shee-vawn (Melina (1406 SGBP)			
deodorant	—	—	9 6
creamy skin perfume	—	—	17 6
Signal (509 Gibbs)			
toothpaste standard	19 9	7 3	2 9
large	27 8	10 2	3 11
economy	39 1	14 4	5 6
giant	49 9	18 3	7 0
Silcot (786 Macdonald)			
sanitary towels			
wool size 1	12	25 7	2 9
2	12	31 0	3 4
3	12	35 8	3 10
4	12	43 5	4 8
soluble 1	6	12 0	1 3
2	12	21 7	2 3
Sil-kini (786 Macdonald)			
briefs	66 4	9 1	71
pads	10	14 0	16
towels	10	18 9	20
Silsan (786 Macdonald)			
sanitary towels			
size 2	12	26 6	2 10
soluble	6	11 2	1 2
12	21 7	—	2 3

	Trade	Tax	Retail
Silvikrin (105 BTD)			
75 hairdressing			
standard	24 8	13 7	3 10
large	38 7	21 3	6 0
spray	38 7	21 3	6 0
hair cream	27 10	15 4	4 4
hair dressing	29 6	16 3	4 7
pure	83 7	46 0	13 0
shampoo standard	16 1	5 11	2 3
economy	24 4	9 0	3 5
minibottle	—	—	—
Simbix (67 Ashe)			
slimming plan 14 day	84 0	—	9 11
Skeeticide (333 Cupal)			
insect repellent	17 0	5 7	3 0
Skin Dew (596 HR)			
cream 0711	—	—	28 0
0712	—	—	45 0
emulsion 0701	—	—	16 6
0702	—	—	28 0
0704	—	—	45 0
eye cream 0770	—	—	22 6
freshener 0744	—	—	16 6
Skin Life (596 HR)			
cream 0902	—	—	85 0
0904	—	—	143 0
emulsion 0912	—	—	57 0
0913	—	—	95 0
eye cream 0970	—	—	36 0
foundation 0921	—	—	37 6
hand treatment 0964	—	—	35 0
honey tonic 0944	—	—	40 0
0948	—	—	67 0
liquid cleanser 0934	—	—	24 0
0939	—	—	40 0
mask 0952	—	—	40 0
throat and neck lotion	—	—	—
0972	—	—	52 0
treatment 0990	—	—	82 0
Sleek (60 Arden)			
728-99	—	—	15 0
725-99	—	—	19 0
Sleek (1155 S & N)			
plastic strapping			
1 × 2½yd SK12X	14 8	—	1 9
1 × 5yd SK15	24 6	—	2 11
2 × 5yd SK25	39 11	—	4 9
3 × 5yd SK35	53 2	—	6 4
Slim Disks (1568 Trentham)			
(distributors 994 P & M)			
original chocolate flavour			
or new fruit flavour			
30	44 0	—	5 6
100	112 0	—	14 0
S-M-A (1352 Wyeth)			
liquid 13oz	18 0	—	1 10
powder 1lb	67 0	—	6 11
Smith Kendon (1152 SK)			
glucose boiled sweets			
8oz	28 5	5 9	3 6
16oz	49 6	10 1	6 3
SMP (930 P & B)			D
SMP (1476 SMP)			I
Snowdrop (1431 Erica)			
baby pants	12 0	—	1 6
Sofrocort (1087 Roussel)			D
Sofradex (1087 Roussel)TS			
ear/eye drops 5ml	72 0	—	9 0
Soframycin (1087 Roussel)			
sterile powder 100mg 6			D
Sof-Set (813 MF)			
shampoo sachet	5 4	1 10	10
bottle	25 4	8 10	3 11
Soligor (817 MPS)			
projector Super-8	582 6ea	308 3ea	1182 0
Sombrero (532 Goya)			
suntan oil			D
Sorexa (1162 Sorex) existing entry			D
Sorexa (1162 Sorex)			I
rodenticide 1lb	—	—	7 6
6lb	—	—	33 0
11b	—	—	14 3
6lb	—	—	66 0
11b	—	—	4 0
3lb	—	—	8 9
7lb	—	—	17 6
28lb	—	—	52 6
Spa (1167 Spa) existing entry			D
Spa (1167 Spa)			I
baby brush set	851	49 0	14 8
bath brushes			6 3
nylon filled	331	36 0	13 3
sponge brush	332	36 0	13 3
Mermaid	337	100 0	36 8
3-piece set	367	276 0	67 5
Dolphin	341	72 0	26 5
sponge brush	340	44 0	16 2
bath presentation set			6 10
351	72 0	26 5	11 2
bath rack Atlantis	738	140 0	19 3
bath towel ring			19 1
Mermaid	737	160 0	22 0
clothes brushes			21 10

	Trade	Tax	Retail
cat	714	32 0	11 9
dog	715	40 0	14 8
cat and dog presentation	714/5	88 0	32 4
Dandy Duck	771	220 0	80 8
Debonair	40	44 0	16 2
Penguin	719	220 0	80 8
pocket	701	12 0	4 5
Tribesman	718	260 0	95 4
dental after treatment brush	251	20 0	—
dental plate brush	281	16 0	—
gent's hairbrushes	415	96 0	35 3
oval military	452	52 0	19 1
travel set	453	128 0	47 0
ladies hairbrushes	57	160 0	58 8
radial	535	58 0	21 4
slimline	556	22 0	8 1
featherweight	613	11 0	4 1
comb and curl brush	570	64 0	23 6
Rhythm 3-piece	571	72 0	26 5
Rhapsody 3-piece	572	84 0	30 10
Melody 5-piece	573	96 0	35 3
Symphony 4-piece	306	16 0	5 11
nail brushes	310	40 0	14 8
cosmetic	305	20 0	7 4
Dolphin	304	12 0	4 5
family	328	36 0	13 3
grippy	327	32 0	11 9
major	320	32 0	11 9
Mermaid	320	32 0	11 9
surgeon's	307	14 0	5 2
universal	771	58 0	21 4
shaving brushes	772	72 0	26 5
	774	160 0	58 8
Spaneph (1153 SKF)†s48	250	88 6ea	—
Spansules			132 9
Sparklets (183 EOC)			
syphons	91	11ea	12 8ea
Globemaster	10	73 6	16 2
bulbs			9 6
Spillers (1172 Spillers)			
Kattomeat	50 2	10 11	1 6
handy	(4doz)	(4doz)	
Kenomeat	47 4	10 4	1 5
handy	(4doz)	(4doz)	
large	44 2	9 7	2 8
Topcat	37 10	8 3	1 2
handy	(4doz)	(4doz)	
Topdog	41 0	8 11	1 3
handy	(4doz)	(4doz)	
large	37 9	8 3	2 3
handy	(2doz)	(2doz)	
Spontex (1174 Sponcel)			
household sponges	size 2	22 0	3 0
	size 3	29 4	4 0
	size 4	36 8	5 0
Moppet sponge	18 3	10	10
super	14 8	2 0	2 0
Spray'N Stay (256 CPL)			
hairspray aerosol	125g	37 0	18 11
170g	45 0	22 11	7 0
Spray Tan (47 Anestan)			
Spray Tan (325 C-A)			
S.R. (509 Gibbs)			
toothpaste	standard	19 9	7 3
	large	27 8	10 2
	economy	39 1	14 4
	giant	49 9	18 3
Stag (Lorie of Los Angeles) (1053 Rexall)			
after-shave lotion	53 0	29 1 1/2	8 11
after-shave talc	35 0	19 3	5 11
pre-shave lotion	53 0	29 1 1/2	8 11
shampoo	39 0	14 3 1/2	5 11
spin top deodorant	35 0	19 3	5 11
Steclin (1176 Squibb) TS			
capsules 250mg	1000	285 0ea	—
tablets 250mg	1000	285 0ea	—
Step (386 Douek) existing entry			
Step (386 Douek)			
dressing table sprays			
Cologne for men	55103	30 4ea	16 8ea
	55102; 55104; 55105	35 0ea	19 3ea
	55501	65 0ea	35 9ea
	55502; 55503	79 0ea	43 5ea
glass 30104; 30108;			
30115	18 9ea	10 4ea	40 0
30118	23 0ea	12 8ea	49 0
Limoges china			
small 31201; 31238	39 0ea	21 5ea	84 0
31237; 31208	51 0ea	28 0ea	110 0
31209	65 0ea	35 9ea	140 0
large 41201; 41238	67 5ea	37 1ea	145 0
41208; 41237	84 0ea	46 2ea	180 0
41209	110 0ea	60 6ea	235 0
two piece sets			
49201	70 0ea	38 6ea	150 0
49208	91 0ea	50 0ea	195 0
hand glass			
81/10309	29 6ea	16 3ea	63 0
81/10329; 81/10330	22 6ea	12 4ea	48 6

	Trade	Tax	Retail
metal glass			
43001; 43002;			
43003	42 0ea	23 1ea	90 0
44102	25 9ea	14 2ea	55 0
Vieux Rouen 41528	58 0ea	31 11ea	125 0
handbag sprays			
ecaille 20411	80 0ea	44 0ea	170 0
glass 10101; 10104;			
10106; 10107	14 0ea	7 8ea	30 0
10201; 10218;			
10219	18 0ea	9 11ea	39 0
10752	38 0ea	20 11ea	82 0
gold plated 20561	121 0ea	66 6ea	260 0
grand luxe 20401	49 0ea	26 11ea	105 0
lacquered 20405	68 0ea	37 5ea	147 0
Limoges china			
10123; 10126; 10127;			
10129	21 0ea	11 6ea	45 0
10128	22 6ea	12 4ea	49 0
10301; 10302; 10311;			
10321; 10322; 10323;			
10327	29 3ea	16 1ea	63 0
10309	42 0ea	23 1ea	90 0
10326; 10328	33 0ea	18 2ea	70 0
10730; 10731; 10733	46 5ea	25 6ea	100 0
10734	49 0ea	26 11ea	105 0
lux 20308; 20319;			
20328; 20329;			
20330; 20331;			
20332	31 0ea	17 0ea	66 0
metal 10761; 10762	43 0ea	23 8ea	92 0
10763	39 0ea	21 5ea	84 0
10764	49 0ea	26 11ea	105 0
mother of pearl 10603	39 5ea	21 8ea	85 0
10760	55 0ea	30 3ea	118 0
opal glass 10221	23 0ea	12 8ea	50 0
petit point 10621	30 5ea	16 9ea	65 0
standard			
20108; 20115; 20117;			
20118; 20121; 20122;			
20123; 20124	25 9ea	14 2ea	55 0
Vieux Rouen			
10451	31 0ea	17 0ea	66 0
10501; 10508	26 9ea	14 8ea	57 0
10506; 10507	28 0ea	15 5ea	60 0
Stermin (328 CCC)			
2lb	16 8ea	—	25 0
7lb	48 0ea	—	72 0
Ster-zac (626 HH & C)			
anti-bacterial soap	1gal	28 2ea	10 3ea
bath concentrate	12 x 1oz	12 7ea	—
500ml	11 7ea	—	—
cream	56g	30 0	11 0
450g	10 0ea	3 7ea	—
30g	16 0	—	—
225g	37 9	—	—
skin cleanser	150ml	4 9ea	1 9ea
soap wrapped	13 5	4 11	—
Stimulash (60 Arden)			
363-00	—	—	12 0
Stone's (1194 Stone)			
essence of rennet	100ml	18 0	—
200ml	30 0	—	3 3
3oz & 6oz	—	—	—
pre-electric shave	9514	—	13 6
shampoo	9534	—	10 6
talc	9545	—	11 0
travel kit	9621	—	38 0
Stop It (451 F & J)			
nail biting deterrent	52 0	—	6 6
Stresnil (328 CCC)			
injection (vet.)	50cc	33 4ea	—
Stugeron (666 Janssen)			
tablets ts7			
Sublimage (666 Janssen)DD			
ampoules 2-15ml	10	27 0ea	—
50	126 0ea	—	189 0
vial 10-5ml	10	62 0ea	—
Suleo (671 Jeyes)			
emulsion	17 9	6 6	2 8
shampoo standard	21 10	8 0	3 4
Sunpure (903 NPU)			
fruit drinks			
orange, lemon, lemon			
barley	22 10	5 0	2 9
lime	25 3	5 6 1/2	3 3
Sunsilk (412 Elida)			
shampoo bottle	23 11	8 9	3 5
Superil (328 CCC)			
(vet.)	20oz	77 0ea	—
80oz	256 8ea	—	385 0
Superil 40 (328 CCC)			
injection (vet.)	400cc	73 4ea	—
Supersoft (1038 R & C)			
after shampoo condi-			
tioner	5 4	2 11	10
Sure (509 Gibbs)			
aerosol mist	35 10	19 9	5 8
roll-on	34 9	19 1	5 6
spray	28 8	15 9	4 6
Sure Shield (549 Guest)†DDI			
pastilles	15 0	—	2 0
Gee's BPC			
Sweet Sue (1412 Jackel)			
perfume sachet	17 6	9 7 1/2	3 0
perfumed talc pad	28 9	15 10	4 11
talc. mitt	34 8	19 1	5 11

	Trade	Tax	Retail
Sylvia (339 CG)			
sanitary towels			
popular	28 0	—	2 11
size 1	16 0	—	1 8
	30 5	—	3 2
	2	36 0	3 9
	3	44 0	4 7
	52 10	—	5 6
maternity			
Symmetrel (501 Geigy)			
capsules	100	238 0ea	—
Syr. glycerophosph co. (211 Butler)			
Syr. vitamin co. (211 Butler)			
Tace (838 Merrell) ts48			
capsules	250	65 0ea	—
300	—	—	97 5
tablets	50	23 0ea	—
30	—	—	34 6
Tang (596 HR)			
after shave lotion	9522	—	9 6
	9524	—	13 6
	9529	—	38 0
	9525	—	13 6
roll-on			
close shave aerosol	9585	—	9 6
Cologne	9554	—	15 6
	9559	—	49 6
deodorant anti-perspi-			
rant spray	9563	—	10 0
deodorant stick	9561	—	12 6
hair groom	9594	—	12 6
Target (105 8TD)			
men's deodorant	35 4	19 6	5 6
Tercoda (17 Agprolin)			
500ml	12 0ea	—	—
11	23 0ea	—	—
21	40 0ea	—	—
Terpoin (626 HH & C)†			
225ml	8 0ea	—	—
2-251	70 0ea	—	—
Tetracycl (969 Pfizer)			
tablets 250mg	16	—	—
That Man (1052 Revlon)			
after shave flask	0151	—	19 6
glass	3449	—	23 6
treatment cream	5182	—	38 0
Cologne flask	0226	—	31 0
glass	3447	—	35 0
deodorant roll-on			
spray	5129	—	13 6
talcum	5601	—	17 0
	0768	—	13 0
Thru (1053 Rexall)†			
jel	50g	41 0	—
liquid	2oz	41 0	—
Theograd (2 Abbott)			
Film tabs	100	25 0ea	—
500	120 0ea	—	180 0
Thermega (1225 Thermega) existing entry			
Thermega (1225 Thermega)			
electric blankets			
Mermaid	50 x 26	—	99 3
	50 x 42	—	122 3
Three Heat	60 x 30	—	145 6
	60 x 48	—	191 0
heating pad	16 x 12	—	119 6
Thermogene (1073 Robinson)			
wool	small	20 0	3 1
	large	33 6	12 3
Thiamoplex (930 P & B)			
ampoules	12	—	—
Thompson's (992 P & C)			
dandelion coffee essence			
5oz	38 0	—	4 2
8oz	48 10	—	5 4
4oz	—	—	—
Thomson's (1231 Thomson)			
capsules iodised			
vitamin	75	90 0	—
cod-liver oil cream	8oz	74 0	—
20oz	146 0	—	15 6
iodised cream	8oz	74 0	—
20oz	146 0	—	15 6
Tiny Tot (1053 Rexall)			
cough mixture	55cc	17 0	6 2 1/2
diarrhoea mixture	55cc	17 0	6 2 1/2
Togal (533 Grabowski)			
tablets	42	42 0	15 2
Toledo (654 Innox)			
skin perfume atomiser	—	—	31 8
Tommee Tippee (1412 Jackel)			
baby care sets	TGS1	172 3	23 6
	TGS2	91 8	12 7
	11 6	4 2 1/2	1 9
baby sponge			
cup and single hot plate			
set	121 0	16 8	16 6
hot plate double	88 0	12 1	12 0
nappy bag	103 0	37 9	16 0
with zip	241 0	88 4	37 6
saddle potty	128 0	—	16 0
junior	60 0	—	7 6
teeth-a-rattle	54 8	20 0	8 6
teether circus	54 8	20 0	8 6
Touch and Glow (1052 Revlon)			
0902	—	—	11 6
0903	—	—	17 0
cream souffle	0139	—	18 6
face powder	0621	—	17 0

	Trade	Tax	Retail	
slucent powder 0160	—	—	19 6	
er eye cream 0137	—	—	19 0	
opal (97 Bayer)				D
ts 15 and 300				
(761 Lilia-White)				
pressed	50 9	—	6	
(1467 Trend)	(1 gross)			
shes	75 0	41 3	14 6	
mon (452 FBA)†s4A				
oules 5	66 4ea	—	99 6	
oules 30	44 0ea	—	66 0	
& True (813 MF)				
colour	83 4	43 1	14 1	
idol (666 Janssen)†s4B				
ts 0.5mg 500	113 0ea	—	169 6	
1mg 50	16 0ea	—	24 0	
33 Cupal)				
h drops	12 0	4 0	1 9	
74 Sponcel)				
ic sponge	20 0	—	2 6	
x (324 Crookes) †DDI				
200ml	52 0	19 0	8 1	
21	37 11ea	—	—	
as Lasting (525 Golden) existing entry				D
as Lasting (525 Golden)				
style retaining lotion				
1 or 2 single	12 0	6 7	2 0	
large	54 0	14 10	9 0	
greasy hair single	13 6	7 5	2 3	
large	58 6	32 2	9 9	
h colour	13 6	7 5	2 3	
Brite (280 CP) 5 pack minimum order				
mpaste standard	75 11	27 6	2 9	
(4doz) (4doz)				
81 0	29 4	3 11		
(3doz) (3doz)				
ex-large	38 2	13 10	5 6	
Embaume (Rigaud (47 Anestant)				D
r Embaume (Rigaud (325 C-A)				
(1367 Unigreg) †				
ts 24	6 2ea	—	9 3	
at (667 JCL)				
units				
1000	157 2ea	83 3ea	319 0	
2000	196 8ea	104 0ea	399 0	
4000	226 2ea	119 9ea	459 0	
5000	265 8ea	140 6ea	539 0	
6000	305 0ea	161 6ea	619 0	
7000	354 4ea	187 6ea	719 0	
1000P	527 2ea	279 3ea	1070 0	
re (1467 AP & T)				
ts 30	30 0	11 0	4 8	
70	45 0	16 6	7 0	
120	70 0	25 8	10 9	
ment				D
mist (331 C of C)				
ur spray 114g	46 6	16 8	6 11	
el (626 HH & C)				
n	21 3	7 5	3 2	
sol (211 Butler)				
21	8 0ea	—	12 0	
16oz and 80oz	—	—	—	D
971 P5MB)				D
ole (208 BVV)				
atic ammonia 6	2 6ea	11ea	4	
lin (930 P & B)				D
ne (256 CPL)				
cream	70g	19 4	9 10	3 0
	149g	29 0	14 10	4 6
	49g	25 9	13 2	4 0
	99g	41 10	21 4	6 6
oleum jelly				
ow	tin	8 11	3 0	1 3
	jar	13 8	4 8	1 11
	jar	25 0	8 6	3 6
te	tin	10 2	3 5	1 5
	jar	16 1	5 5	2 3
	jar	27 11	9 6	3 11
	jar	49 4	16 10	6 11
	11b	82 0	27 10	11 6
ery pack	8oz	49 4	16 10	6 11
poos	sachet	14 3	4 10	8
	(3 doz)	(3 doz)		
bottle	35g	16 1	5 6	2 3
	70g	25 0	8 6	3 6
	120g	35 8	12 2	5 0
mpless	pkt	16 0	5 6	9
	(3 doz)	(3 doz)		
onex (218 Calmic)				
30g	38 0	13 11	5 11	
500g	22 6ea	8 3ea	42 0	
din (1476 5MP)				I
in-D (920 P & B)				D
in-D (1476 5MP)				D
n-A (930 P & B)				D
n-A (1476 5MP)				D
x (930 P & B)				D
ax (1476 5MP)				D
ed (1476 5MP)T5				
halmic drops	10ml	6 6ea	—	9 9
f (930 P & B)				D
lf (1476 5MP)				D
c (930 P & B)				D
nc (1476 5MP)				D
I BVF) existing entry				D
1 BVF)				
m flasks metal				
o-Vac				
16oz CHI	4 7ea	7ea	7 7	

	Trade	Tax	Retail	
23oz CH2T	6 9ea	10 1ea	11 4	
36oz CH3	8 2ea	1 1ea	13 7	
43oz CH3M	10 6ea	1 4 1/2ea	17 6	
vacuum flasks plastic				
yellow 8oz CH8P	5 4ea	8 1/2ea	8 10	
16oz CH16P	5 11ea	9 1/2ea	9 10	
box design				
8oz NP8	6 0ea	9 1/2ea	8 10	
16oz NP16	6 8ea	10 1/2ea	9 10	
Diddy 8oz NP8A	6 6ea	10 1/2ea	9 6	
replacements				
cups 8oz V8	10 0	1 3	1 3	
16oz V16	12 0	1 6	1 6	
23oz & 36oz				
outer V36	14 0	2 0	1 9	
23oz & 36oz				
inner V916	10 0	1 3	1 3	
bodies 16oz RCH1	4 1ea	6 1/2ea	6 0	
23oz RCH2	6 6ea	10 1/2ea	9 6	
36oz RCH3	6 6ea	10 1/2ea	9 6	
refills 8oz R8	4 2ea	—	5 6	
16oz R16	4 5ea	—	5 11	
stopperscrew				
16oz 551	16 0	—	1 1	
23oz & 36oz				
553	20 0	—	2 3	
Expandavac				
8oz & 16oz				
E1	14 0	2 0	1 9	
23oz & 36oz				
E3	18 0	2 6	2 3	
Vegolysen (971 P5MB)				D
Veiled Radiance (60 Arden)				
417-34	—	—	52 0	
417-33	—	—	32 0	
Velouty (379 Dixor)				
beauty foundation				
liquid	18 6	10 2	3 2	
cleansing cream	18 6	10 2	3 2	
foundation cream	18 6	10 2	3 2	
powder cream tube	13 8	7 6	2 4	
	22 6	12 4	4 0	
	44 6	24 6	7 7	
skin food jar	41 0	22 6	7 0	
tube	18 6	10 2	3 2	
Velpuff (379 Dixor)				
cream powder compact	42 0	23 1	7 2	
refill	11 8	6 5	2 0	
Veltis (115 Bengue)				D
cream unperfumed 40g				
Velva (60 Arden)				
cream	116-02	—	17 0	
	116-04	—	28 0	
	116-08	—	45 0	
	116-16	—	75 0	
cream masque	109-99	—	32 0	
liquid	211-64	—	19 0	
moisture film	416-47	—	19 0	
	416-48	—	32 0	
	416-49	—	58 0	
shampoo	306-99	—	11 0	
smooth lotion	205-91	—	32 0	
	205-95	—	52 0	
Veno's (104BP)				
cough mixture	25 11	9 6	3 7	
	40 5	14 10	5 7	
Veracur (1253 Typharm)				
gel tube 14g	5 0ea	—	—	
Vichy (1519 SA)				
Surpastilles	20 8	4 7	1 0	
(3 doz)	(3 doz)			
Vichy-Celestins (1519 SA)				
splits	38 10	8 7	2 6	
(2 doz)	(2 doz)			
Viormone (930 P & B)				D
ampoules 5mg	12			D
10mg	12			D
25mg	12			D
50mg	12			D
100mg	12			D
Viscopaste (1155 S & N)				A
bandage 3 1/2 x 6yd	40 11	—	4 9	
P.B.7	40 11	—	4 9	
Vitabril (1530 Fisons)				D
Vitalis (172 BMCL)				
57cc	25 7	14 1	4 2	
114cc	46 2	25 5	7 6	
200cc	68 2	37 6	11 0	
Vitapointe (1530 Fisons)				
cream rinse bottle	23 10	13 1	3 9	
hair conditioner 26g	29 4	16 1 1/2	4 10	
shampoo's sachets	7 2	2 7 1/2	1 0	
bottle	23 2	8 6	3 5	
Vitathone (333 Cupal)				
chilblain cream	26 3	8 8	3 9	
Vosene (105 BTD)				
shampoo liquid				
economy	37 5	13 9	5 3	
Wasp-eze (992 P & C) †				
aerosol for stings	44 0	—	5 3	
	66 6	—	7 11	
Wata (980 Photopia)				
cube flash II	24 0ea	12 8ea	48 8	
Watalux (980 Photopia)				
flashgun				
X2 and case	42 0ea	22 3ea	85 3	

	Trade		Tax		Retail	
Watameter (980 Photopia)						
rangefinder I	55	4ea	29	4ea	112	4
II	63	6ea	33	7ea	128	10
super	64	4ea	34	1ea	130	7
case	6	8ea	3	6ea	13	6
Wella (1318 Wella)						
Body n' Bounce 28cc	20	0	11	0	3	5
Wellcome (208 BW)						
Newcastle disease						
vacc. (vet.) 50ml	5	1ea	—	—	6	0
250ml	24	3ea	—	—	28	6
	48	2ea	—	—	56	8
contagious pustular						
dermatitis vacc. living						
orf vacc. (vet.) 10ml	16	8ea	—	—	25	0
Whiskas (967 Petfoods)	75	8	14	7	1	6
	(6doz)		(6doz)			
White Magnolia (596 HR)						
bath essence	6301	—	—	—	14	6
	6303	—	—	—	21	0
bath salts	6319	—	—	—	22	6
dusting powder	6208	—	—	—	27	0
	6212	—	—	—	13	6
flask	6233	—	—	—	15	0
hand lotion	6344	—	—	—	14	6
perfume spray	6102	—	—	—	37	0
crystal bottle	6122	—	—	—	82	6
skin perfume	6002	—	—	—	19	6
	6023	—	—	—	21	0
spray	6022	—	—	—	36	0
soap complexion (3)	6333	—	—	—	15	0
White's Dr. (761 Lilia-White)						
Koronet briefs	48	0	6	2	5	11
pads	19	3	—	—	2	0
sanitary belt	17	11	2	7	2	3
towels	0	25	2	—	2	7
	1	27	5	—	2	10
	2	30	8	—	3	3
	3	32	9	—	3	5
E1	14	6	—	—	1	6
Wilkinson (1339 Wilkinson)						
New 5word blades (5)	58	2	21	4	4	4
	(25pkts)		(25pkts)			
Super 5word Edge	—	—	—	—	—	—
Williams, Dr. (485 Fulford)						
pink pills	20	6	—	—	2	5
	40	0	—	—	4	9
Witch Doctor (427 Ethichem)						
(distributors 128 Biometica)						
witch hazel gel	27	0	9	8	3	11
Woltz Italiana (128 Biometica)						
manicurebase coat	32	0	17	2	5	9
cuticle remover	32	0	17	2	5	9
nail enamel regular	32	0	17	2	5	9
mini-regular	23	8	12	8	4	3
pearl	46	9	25	1	8	5
mini-pearl	30	0	16	1	5	5
Venetian Carnival	46	9	25	1	8	5
mini-Venetian	30	0	16	1	5	5
super brilliant	58	11	31	7	10	7
super creme	46	9	25	1	8	5
nail hardener	54	8	29	4	10	0
nail polish removers						
lanolin	32	0	17	2	5	9
nail enamel thinner	24	7	13	2	4	5
top coat	32	0	17	2	5	9
Wright's (1351 WLU)						
coal-tar soap toilet	31	6	11	7	1	5
	(3 doz)		(3 doz)			
bath	33	8	12	4	2	3
	(2 doz)		(2 doz)			
giant	24	1	8	10	3	3
lemon soap 4½oz	25	4	9	4	1	7
	(2doz)		(2doz)			
herb shampoo 65cc	18	1	6	8	2	7
125cc	26	8	9	9	3	9
sandalwood soap bath	25	4	9	4	1	7
	(2 doz)		(2 doz)			
deodorant -tick 70g	36	6	20	2	6	3
talcum powder	17	4	9	6	2	11
liquor carbonis						
detergens 100ml	30	0	11	0	4	3
200ml	51	3	18	10	7	3
500ml	110	0	—	—	—	—
2l	340	0	—	—	—	—
fix wig and hair piece						
cleaner	26	6	—	—	6	3
Yaxa (366 Dendron)						
anti-perspirant super						
dry	61	0	31	11	9	11
Yeast-Pac (994 P & M)						
beauty mask	8	0	4	5	1	5
medicated tube	33	0	11	10	5	0
Yeast-Vite (104 BP)						
tablets	21	9	8	0	3	0
	42	3	15	6	5	10
Yestamin (1246 TYE)						
powder	8oz	42	0	—	5	0
	16oz	60	0	—	7	0
	7lb	28	0ea	—	42	0
	14lb	48	0ea	—	72	0
tablets	50	17	0	—	2	0
	100	26	0	—	3	0
	300	58	0	—	6	9
	1000	7	0ea	—	10	6
	5000	34	0ea	—	51	0
	18000	110	0ea	—	165	0
Yomesan (452 FBA)						
bl 0.5	1	107	0	—	12	1

NEW from Co-Caps



Imipramin

Each capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) **10% Discount** when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

	Trade	Tax	Retail
Zac (626 HH & C)			
baby cream tube	16 7	5 9	2 5
jar 56g	24 0	8 4	3 7
112g	34 7	12 0	5 0
powder	16 7	5 9	2 5
soap	9 0	3 1	1 5
Zero (1037 Reckitt)			
disposable panties (3)	7 3	—	10
Zincoderm (626 HH & C)			
500g	7 7ea	—	—
1kg	12 0ea	—	—
5kg	44 0ea	—	—
Zoff (1155 S & N)			
plaster remover	908	14 5	1 8
	909	80 2	9 4

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

- 93 BJ=Bateman-Jackson, Tubeton House, Medlock Street, Oldham, Lancs. 061-652 2222.
128 Biometica=Biometica Division of Sales Affiliates Ltd., Barnet By-pass, Boreham Wood, Herts. 01-953 3145.
228 Carlton=Carlton Laboratories (UK) Ltd., 11 Shelley Road, Worthing, Sussex.
325 C-A=Crookes-Anestan Ltd., Rankine Road, Daneshill Estate, Basingstoke, Hants. 0256-25051.
352 Darlington=W. Darlington & Sons Ltd., Station Road, Rustington, Littlehampton, Sussex. Rustington 3232.
369 DL=Denver Laboratories Ltd., Fulton House, Empire Way, Wembley, Middlesex. 01-902 8686.
389 Druker=D. & M. Druker Ltd., 230a Commercial Road, London, E.1. 01-790 3939.
451 F & J=Fassett & Johnson Ltd., 19 Radford Crescent, Billericay, Essex. Billericay 53221.
589 HEB=H.E.B. Pharmaceuticals Ltd., River Street, Bolton, Lancs. BL2 1BX. 0204-32381.
362 Morny=Morny Ltd., 4 Miles Gray Road, Basildon Essex. Basildon 23347.
472 Fontarel=Fontarel Ltd., Percival House, Pinner Road, Harrow, Middlesex, HA1 4HQ. 01-427 3401.
878 Napp=H. R. Napp Ltd., Hill Farm Avenue, Leavesden, North Watford, Herts. Garston 75255.

- 879 NW=Nappi-Wite Ltd., 8 Wigmore Street, London, W.1. 01-636 6055.
960 Perry=Charles Perry (Cosmetics Ealing) Co Ltd, 155 Pitshanger Lane, London, W.5. 01-997 2663.
974 PC=Phenolaine Co., 174 Henwood Green Road, Pembury, Kent. Pembury 3375.
975 PDS=Phils Drug Stores (Wholesale) Ltd., 24 Goodwin Road, London, W.12. 01-743 1357.
979 Photax=Photax (London) Ltd., 130 Seymour Place, London, W.1. 01-402 5181.
985 Pilogene=Pilogene Ltd., 296 Kensington. Liverpool L72RR. 051-263 6451.
1034 R & P=Rayner & Pennycook Ltd., Rayvit House, Govett Avenue, Shepperton, Middlesex. Walton-on-Thames 27237.
1070 Windsor=The House of Roberts Windsor, Colwick Industrial Estate, Nottingham NG4 2BY. 0602-247208.
1127 Seton=Seton Products Ltd., Tubiton House, Medlock Street, Oldham, Lancs. 061-652 2222.
1157 S=Sophistique Ltd., New Road, Winsford, Ches. 0606-81 3822.
1167 Spa=Spa Brushes Ltd., Freeman Works, Chesham. Bucks. 0240-56371.
1194 Stone=Stones (Exeter) Ltd., Marsh Green Road, Marsh Barton, Exeter. 0392-55803.
1225 Thermega=Thermega Ltd., Ermyn Way, Leatherhead, Surrey. Leatherhead 3433.
1287 Vitalam=Vitalam Ltd., Seaford Road Works, Fendleton, Salford 6, Lancs. 061-736 5343.
1372 Santillan=Santillan (London) Ltd., 201 Hornsey Road, London, N.7. 01-272 6988.
1430 DPLL=Dental Projects (Labs) Ltd., 47 Thames Street, Staines, Middlesex. Staines 57319.
1431 Erica=Erica Products Ltd., 231 The Vale, Acton, London, W.3. 01-743 0797.
1440 WFL=Welfare Foods (Stockport) Ltd, 63 Higher Hillgate, Stockport, Cheshire, SK1 3HE. 061-480 9408.
1456 Hemosol=Hemosol Laboratories Ltd., 253 High Street, Eltham, London, S.E.9. 01-850 2625.
1-63 VBL=Viking Brews Ltd., 28 Clive Street, North Shields, Northumberland. 0894-573402.
1467 Trend=Trend (Beauty Aids) Ltd., 136 Station Road, Edgware, Middlesex, HA8 7AA. 01-952 6124.
1476 SMP=Smith, Miller & Patch Ltd., 96 De Beauvoir Road, London, N.1. 01-249 2421.
1519 SA=Schweppes (Agencies) Ltd., 17 Holywell Row, London, E.C.2. 0-1247 7378.

	Trade	Tax	Retail
Cavalose (241 CC)†s4A			
tablets	50	90 0	33 0
100	166 0	60 9	25 8
Cavandrol (241 CC)†s4B			
tablets	25	76 0	—
100	210 0	—	9 6
Cav-E-Col (241 CC)			
capsules	75	62 0	—
Cavolysin (241 CC)†s4B			
tablets	40	70 0	25 7
100	150 0	55 0	10 10
ampoules	—	—	23 6
Cavomen (241 CC)†s4A			
tablets	25	32 0	—
100	96 0	—	4 0
Cavopan (241 CC)			
capsules	100	102 0	—
Cavoplex (241 CC)			
capsules	100	144 0	—
Cussons (338 Cussons)			
Imperial Leather			
after shave lotion	26 4	14 6	4 6
brilliantine liquid	43 11	24 2	7 6
hair cream	26 4	14 6	4 5
shaving bowl	38 2	21 0	6 6
refill	24 11	13 8½	4 3
shaving cream lather	59 8	21 10½	9 0
shaving stick	33 2	12 2	5 0
refill	36 6	13 4½	5 6
shower talc	26 6	9 8½	4 0
old packs	16 7	6 1	2 6
Cyphoids (1152 SK)			
tins	12 6	4 3	1 10
Debendox (838 Merrell)†s7			
tablets	50	21 0ea	—
30	—	—	31 6
Dramamine (1121 Searle)†s7			
tablets 50mg	10	23 7	—
6	—	—	3 0
Dunhill (194 Bronnley)			
Dunhill (1377 R & A)			
smokers dental cream	—	—	9 6
electric shaver	—	—	—
Dunhill (394 Dunhill)			
electric shaver	—	—	321 0
Elixir Sibec (1545 Vestric)			
21	36 3ea	—	—
Feravol (228 Carlton)			
syrup	112ml	42 0	—
220ml	78 0	—	—
21	42 6ea	—	—
4oz, 8oz and 80oz	—	—	—
Feravol-F (228 Carlton)			
tablets 250 and 1000	—	—	—
Feravol-G (228 Carlton)			
syrup	112ml	45 0	—
220ml	84 0	—	—
21	43 6ea	—	—
tablets	60	42 0	—
250	11 6ea	—	—
1000	42 0ea	—	—
Fields (462 Field)			
Fields (893 Nicholas)			
hair spray 9s 3d size	—	—	—
French flowers toilet	13 10	4 10	2 0
soap	—	—	—
Cologne	—	—	—
French pink toilet	13 10	4 10	2 0
soap	—	—	—
French moss toilet	13 10	4 10	2 0
soap	—	—	—
Cologne	10 6	3 8	1 6
shave stick	—	—	—
Fresca (1279 V of M)			
Cologne for men	104	—	18 9
105	—	—	33 0
Gill's (101 Beautisales)			
shampoo sachets	—	—	—

THIS WEEK'S CHANGES

	Trade	Tax	Retail
Alkadonna (228 Carlton)†			
suspension	112ml	33 0	12 1
11	23 6ea	—	—
4oz & 40oz	—	—	D
Aludrox (1532 Wyeth)			
tablets	60	50 0	5 6
500	288 0	—	32 0
tablets 13gr and 6½gr	—	—	D
Autergal (241 CC)†s4A			
tablets	25	45 0	5 8
100	150 0	—	16 8
Band-Aid (672 Johnson)			
elastic plasters			A
wallets	11 4	—	1 4
medium assorted	27 0	—	3 2
1½in x 1yd strip	23 4	—	2 9
2½in x 1yd strip	31 10	—	3 9
2½in x 6in	5 8	—	8
washproof plasters			
wallets	11 4	—	1 4
small assorted	17 0	—	2 0
medium assorted	26 11	—	3 2
large assorted	36 1	—	4 3
economy pack	44 7	—	5 3
medium strips	26 11	—	3 2
large strips	36 1	—	4 3
3in x ½in	100	120 0	14 0

	Trade	Tax	Retail
3in x 1in	100	144 0	16 9
2in x 4½in	50	291 0	34 0
5	—	—	D
patches 1½ x 1½	100	137 0	16 0
spots ½in	103 0	—	12 0
2½in x 1yd strip	31 10	—	3 9
2½in x 6in	5 8	—	8
Bellafoline (1098 Sandoz)			
Bi-Du-Pan (241 CC)			
tablets	50	85 0	31 2ea
100	160 0	58 8ea	13 4
Biothrin (241 CC)			
tablets	20	25 0	3 0
100	100 0	—	12 6
Brolene (971 PSMB)			
eye drops 0.1%	10ml	28 0	3 6
15ml	—	—	D
Cal-ma-vite (228 Carlton)			
Carlton (228 Carlton)			
suspension NK	—	—	D
Carmycin (228 Carlton)TS			
suspension	112ml	7 3ea	—
450ml	23 6ea	—	—
Carnaction (241 CC)			
oral drops	20ml	62 0	22 7
30ml	73 0	28 7	9 6
ampoules	—	—	12 3

REMEMBER! Your customers want 'Miracle Dot' lens polishers to keep their glasses clean!

MIRACLE DOT LTD, DIGIT HOUSE, LONDON NW10. TELEPHONE: 01-459 2184

	Trade	Tax	Retail	
n (241 CC)†s4A				A
ules 5ml 3	68 0	24 9	10 8	
ts 12	68 0	24 9	10 8	
ony (412 Elida) Midlands area only				
pray standard 30 10	17 0	4 11	●	
are (553 H-C)	40 4	22 2	6 6	A
tributors 1055 RM)				
bath 120cc	28 3	10 4	4 0	
500cc	91 2	33 5	12 11	
t Postum (304 Costa)	48 0	—	5 4	A
edine (Chibnet (1556 Farillon))	5ml 18 4ea	—	27 6	A
t (241 CC)				D
n's (662 EJ)				
ges				
ed liquorice 1oz	6 5	—	9	A
implast (672 Johnson)				
oxide plaster				
l x 1/2 in	7 0	—	10	
lin	9 9	—	1 2	
l x 1/2 in	16 1	—	1 11	
lin	22 5	—	2 8	
l x 1/2 in	21 0	—	2 6	
lin	30 10	—	3 8	
2in	51 10	—	6 2	
3in	70 0	—	8 4	
l x 1/2 in	30 10	—	3 8	
lin	48 4	—	5 9	
2in	74 0	—	9 0	
3in	107 2	—	12 9	
ns (672 Johnson)	152 0	—	18 11	A
it				
on buds	20	10 8	—	1 4
60	27 4	—	3 5	
100	36 0	—	4 6	
m jar 45g	27 3	15 0	4 5	
100g	46 6	25 6	7 8	
tube 34g	18 9	10 4	3 1	
y liners	25	24 0	—	3 0
50	42 8	—	5 4	
74g	9 4	3 5	1 4	
124g	14 0	5 2	2 0	
boxes				D
l balls				D
ges w.o.w. B.P.C.				
4yd	4 7	—	7	
4yd	7 5	—	11	
4yd	10 5	—	1 3	
4yd	13 4	—	1 8	
ges crepe B.P.C.				
27 0	—	3 2		
32 6	—	3 6		
38 9	—	4 4		
44 6	—	5 0		
51 8	—	5 8		
75 6	—	8 5		
ose wadding				
16oz	38 11	—	4 4	
n wool B.P.C.				
1oz	10 1	—	1 3	
4oz	28 3	—	3 2	
16oz	94 4	—	10 5	
on wool hospital				
1oz	8 9	—	1 1	
4oz	22 10	—	2 7	
16oz	72 7	—	8 0	
ehold	16 7	—	2 0	
ng pack sterilised	20 0	—	2 5	
B.P.C.	1yd 15 3	—	1 10	
3yd	33 6	—	4 1	
6yd	61 2	—	6 9	
12yd	119 3	—	13 2	
and cotton				
g B.P.C.	16oz 111 0	—	11 10	
g Tariff	16oz 94 0	—	10 5	
inence pads	12 80 0	—	9 9	
P.C.	1oz 15 1	—	1 10	
4oz	48 5	—	5 4	
16oz	174 8	—	19 4	
1oz	15 10	—	1 11	
4oz	51 4	—	5 9	
le pack dressing				
45 2	—	5 0		
ressings	92 4	—	10 3	
ed lint dressings	6 0	—	9	
small	6 9	—	1 1	
medium	9 11	—	1 2	
large	15 9	—	2 0	

rapeutic—pharmacological index

Following products to be added under the
ations stated
o-Cantil
lfium
stin
cap
cap C
cap folie
dioquin

10(c) Betadine
11(c) (cephalosporins) Keflex suspension
11(c) (tetracyclines) Abbocin
11(h) Flagyl Compak
12(a) Oranabol 10
13(e) Noveril
13(i) Mathtodorm
15(a) Theograd
17(j) Veracur
18 Cendevar

	Trade	Tax	Retail	
triangular bandage	22 11	—	2 8	
belladonna plaster perforated †	5 x 7 1/2	—	1 6	A
7 x 11	22 11	—	2 9	A
Kling (672 Johnson)				
conforming bandage				
2in	11 7	—	1 6	
3in	15 4	—	1 11	
4in	18 1	—	2 3	
6in	25 4	—	3 2	
K.L.M. (811 Mawdsley) existing entry				D
K.L.M. (811 Mawdsley)				I
calamine cream & witch				
hazel	16 7	6 1	3 0	
K.Y. (672 Johnson)				
jelly 41g	17 8	—	2 3	A
Lady Manhattan (462 Field)				D
Lady Manhattan (893 Nicholas)				I
Ledercoart Depot (746 Lederle) T5				
injection vial 1ml	14 0ea	—	21 0	●
Morgan's (861 MPC)				
hair colour restorer				
170cc	33 0	18 2	5 8	A
pomade jar 50g	30 0	16 6	4 11	
100g	45 0	24 9	7 4	
perfumed 25g	28 0	15 5	4 7	
shampoo cream 55cc	16 0	5 10 1/2	2 4	
liquid 55cc	16 0	5 10 1/2	2 4	
anti-dandruff 55cc	16 0	5 10 1/2	2 4	
Norsebad (893 Nicholas)				
sachet	39 1	14 4	2 0	●
(3doz)	53 10	19 8 1/2	8 3	
60cc	104 4	38 3	16 0	
120cc				
Ovaltine (1303 Wander) existing entry				D
Ovaltine (1303 Wander)				I
10 case rates minimum order direct				
4oz	20 5	—	2 0	
8oz	36 0	—	3 6	
16oz	62 8	—	6 1	
baby rusks 8oz	18 8	—	1 10	
chuckles 18 8	—	—	1 10	
drinking chocolate 8oz	24 3	—	2 4	
16oz	43 3	—	4 2	
instant non-fat milk				
7oz	22 8	—	2 3	
12oz	36 8	—	3 7	
teething rusks small	12 0	—	1 2	
large	22 8	—	2 3	
Ovonad (241 CC) †s4B				
tablets 40	70 0	25 7	10 10	A
100	150 0	55 0	23 6	
ampoules				D
Parke Davis (938 PD)				
thyroid ovarian Emplats				D
Phylbrox (228 Carlton)				D
suppositories				D
syrup				D
Phylbrox-G (228 Carlton)				D
Sea Jade (1355 Yardley)				
bath foam	74 0	27 1	11 6	●
bath salts	34 0	18 8	5 10	
dusting powder	117 0	64 4	20 0	
mini sea-horse soaps	39 0	14 3	5 7	
Shield (509 Gibbs) Lancs area only				●
anti-perspirant				
standard	38 0	20 11	6 0	
large	50 9	27 11	8 0	
Silvestre (1279 V of M)				A
260	—	—	17 6	
261	—	—	28 6	
Smith Kendon (1152 SK)				
lozenges				
linseed liquorice and				
chlorodyne †DDI				
carton	12 6	—	1 6	A
Tardrox (228 Carlton)				
cream 30g	27 0	—	—	A
T.C.P. (1552 UL)				
throat pastilles	19 4	7 1 1/2	2 9	A
Tender Touch (672 Johnson)				
wool rolls 2oz	9 11	—	1 2	A
4oz	16 7	—	2 0	
economy	38 10	—	4 5	
manicure sticks	—	—	—	D
Testonad (241 CC) †s4B				
tablets 40	70 0	25 7	10 10	A
100	150 0	55 0	23 6	
ampoules				D
Tranquel (241 CC) †s4A				
tablets 50	45 0	—	5 8	A
100	70 0	—	8 8	

	Trade	Tax	Retail	
Ventolin (34 A & H)				
tablets 100	16 7ea	—	—	●
500	73 0ea	—	—	●
Victor (1279 V of M)				D
Victor (1279 V of M)				I
Acqua di Selva	085	—	9 9	
080	—	—	17 6	
081	—	—	28 6	
082	—	—	48 6	
083	—	—	79 6	
after shave cream	203	—	9 9	
lotion	040	—	12 6	
041	—	—	19 11	
042	—	—	27 6	
aerosol	038	—	25 9	
bath foam	227	—	9 6	
228	—	—	16 0	
231	—	—	33 0	
brilliantine solid	062	—	12 6	
deodorant stick	102	—	7 6	
103	—	—	11 6	
spray	191	—	11 6	
192	—	—	16 3	
hair cream	066	—	9 9	
hair tonic	271	—	17 6	
greasy	273	—	17 6	
pre-shave	048	—	12 6	
shave cream brushless	011	—	7 11	
lather	010	—	7 11	
shaving foam	016	—	12 6	
soap	140	—	5 6	
talcum	050	—	11 6	
Uomo Cologne	120	—	33 0	
Woodwards (1346 Woodward)				
diarrhoea mixture	135cc	27 7	10 1	3 11 ●

AMENDMENTS TO KEY TO SUPPLIERS

394 Dunhill=Alfred Dunhill Ltd., 30 Duke Street,
London SW1. 01-493 9161.
989 Polaroid=Polaroid (UK) Ltd., Rosanne House,
Welwyn Garden City, Herts. Welwyn Garden 23331.

Stop press

	Trade	Tax	Retail	
All Clear for Men (450 Farthing)				A
after shave lotion				
110cc	60 0	32 2	10 6	
196cc	99 0	53 0	16 10	
Apiella (450 Farthing) existing entry				D
Apiella (450 Farthing)				I
beauty face pack sachets				
(2)	25 0	13 3	4 5	
cleanser 114cc	94 4	50 8	16 8	
180cc	146 0	78 6	25 5	
clear skin lotion 80cc	39 6	21 3	7 5	
160cc	74 6	39 11	12 10	
500cc	174 6	93 6	30 10	
face powder	60 0	32 2	10 6	
hand cream 28g	39 6	21 3	7 5	
112g	118 9	63 7	20 9	
liquid perfection 28ml	60 0	32 2	10 6	
lipstick	60 0	32 2	10 6	
moisturising foundation				
cream	111 6	59 7	19 6	
plus treatment cream				
28g	174 6	93 6	30 10	
53.5g	283 6	152 0	52 0	
vitaliser 14g	70 0	37 6	12 5	
53.5g	241 0	129 3	44 0	
Cadum (280 CP)				A
soap toilet	39 5	14 6	10	
(6 doz)	(6 doz)			
bath	40 5	14 10	1 4	
(4 doz)	(4 doz)			
Cutex (256 CPL)				
lipstick glossies	39 6	21 9	6 3	●
nail polish glossies	44 3	24 4	7 0	
Flugen (1393 BRL)				D
Kleenex (702 KC)				
25 case rates minimum order direct				
tissues for men	23 8	3 6	7	●
(6 doz)	(6 doz)			
Ponds (256 CPL)				
light moisturiser	16 10	8 7	2 8	●
34 9	17 9	5 6		
Sparkling Spa (450 Farthing)				A
bath preparations				
anti-rheumatic, tran-				
quillising, vitalising,				
mini bottles	32 8	11 8	3 7	
160ml	92 4	33 0	15 0	
500ml	213 9	77 6	39 2	
Marina (786 Macdonald)				A
cosmetic bags				
50	33 6	12 4	5 3	
51	34 3	12 7	5 3	
52	44 0	16 2	6 10	
53	49 6	18 2	7 8	
56	41 0	15 0	6 5	
57	35 6	13 0	5 6	
58	41 0	15 0	6 5	
60	42 6	15 7	6 7	
face cloth	31	19 4	2 8	
72	21 0	2 11	2 11	●

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GENERIC

Products

... now presented to you under our own brand names. These tablets are guaranteed to be manufactured in our own Works and Laboratories under the strict supervision of qualified staff with full analytical control ...

		Per 250	Per 500	Per 1000
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(Phenylbutazone B.P.)	200 mg.	8/- (£0.40p.)	..15/6 (£0.78p.)	.. 30/2 (£1.51p.)
IA-LOXIN	250 mg.	26/- (£1.30p.)	..51/- (£2.55p.)	..100/- (£5.00p.)
(Oxytetracycline B.P.)				
IA-PEN	125 mg.	22/- (£1.10p.)	..43/- (£2.15p.)	.. 85/- (£4.25p.)
(Penicillin V. B.P.)	250 mg.	43/- (£2.15p.)	..85/- (£4.25p.)	..160/- (£8.00p.)
IA-PRAM	25 mg.	14/6 (£0.73p.)	..28/- (£1.40p.)	.. 55/6 (£2.78p.)
(Imipramine B.P.)				
IN-SOLONE	1 mg.	4/3 (£0.21p.)	.. 7/3 (£0.36p.)	.. 13/11 (£0.70p.)
(Prednisolone B.P.)	5 mg.	12/6 (£0.63p.)	..24/- (£1.20p.)	.. 47/3 (£2.36p.)
IA-SONE	1 mg.	4/- (£0.20p.)	.. 7/- (£0.35p.)	.. 13/5 (£0.67p.)
(Prednisone B.P.)	5 mg.	11/6 (£0.58p.)	..22/6 (£1.13p.)	.. 44/5 (£2.22p.)



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Summer).

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glare that conventional sunglasses
just darken.

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why no one else is using television).

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TV advertising with newspaper
advertising in the Daily Express.

All told, we'll reach a total of
34,000,000 people with the facts
about Polaroid Sunglasses.

We wouldn't expect you to sell
them without a little help from us.

Polaroid Sunglasses



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Doctors prescribe more Tinaderm Cream for athlete's foot than any other product. That's because impressive results in practice have established Tinaderm as *the* effective answer to athlete's foot.

And this summer, you can help make the treatment more successful than ever with Tinaderm Powder.

Tinaderm Powder used in conjunction with the Cream not only gives rapid relief from symptoms and prompt clearance of lesions but protection against re-infection as well. And Tinaderm Powder gives you the opportunity to create extra sales for yourself in addition to providing a valuable professional service.

Fungicidal to all dermatophytes

Tinaderm Cream and Powder, containing 1% tolnaftate, set a new standard of success in the treatment of acute and chronic dermatophyte

infections of the skin, like tinea pedis (athlete's foot). Tolnaftate is not a keratolytic agent. It does not cause desquamation but penetrates lesions to kill the infecting fungi. The Cream has a non-greasy base and does not stick, stain or leave an oily film. The Powder completes the treatment. For best results, Tinaderm Powder should be dusted liberally into footwear, socks and stockings which may act as reservoirs of infection.

Create sales for yourself

Here's an opportunity to create those extra sales yourself. You can turn heavy Tinaderm Cream prescriptions into increased sales by recommending Tinaderm Powder to complete the treatment and guard against re-infection. Tinaderm Cream and Powder... worth your recommendation.

Place your Tinaderm order through your Glaxo representative or your wholesaler and take advantage of the extra 10% saving afforded by the special Discount Parcel terms.

Presentation

Tinaderm Cream: 15 gram tubes

Tinaderm Powder: 50 gram sprinkler tins

Tinaderm preparations are manufactured and distributed for Schering Corporation, USA

Glaxo 



Tinaderm

Trade mark

COMMENT COMMENT COMMENT COMMENT COMMENT

A time for conniving

Policies are now being formulated, prior to the translation of the Green Paper proposals into practical legislation, and it is essential that pharmacy should be ready with its agreed ideas concerning the changes that should be made in Health Service administration.

There is similarity between the present time and that period of hectic negotiations prior to the introduction of the NHS in 1948; for now is the time of opportunity—a period when it would be advantageous to consider the opportunities that were lost when first negotiating the contracts that are currently the basis of the pharmacist's remuneration. For example, it might be asked whether there is not an anomaly in having separate bases for pharmacists' remuneration in England and Wales, Scotland and Northern Ireland. After all, it is the same NHS; the manipulative skills are identical, the professional approach is the same, and in two cases those who are carrying out the pharmaceutical service belong to the same Society.

Therefore, we would applaud any attempts made to interchange information and viewpoints between the various chemist representative bodies that might bring about a unified voice for pharmacy to help ensure that the Health Departments take as much notice of the pharmacists' demands as is currently accorded to the representations of the medical practitioners.

The Green Paper offers great opportunities to pharmacists, but only if they are prepared to fight for them. The transfer to the area boards of a responsibility for health education is but one opening for pharmacy to show not only that it is the rightful source of much of that type of propaganda, but also that it is a service that should rightly be paid for. In that submission all pharmaceutical groups in the United Kingdom should be agreed.

Bearing in mind that no other profession is paid in terms that are more or less worked out in fractions of a penny—and that the financial aspects will have to be discussed by those in the Ministry Departments who have for so long been conditioned to negotiate in fractions of a penny—it will require a truly united voice from pharmacy to achieve success.

We appeal for all the contractors' representatives really to get together and try to formulate a united policy before the Green Paper ideas are transformed to legislation.

A jungle of statistics

Exports of medicinal and pharmaceutical products in the first quarter of the year were valued at almost £33 million — a figure that would seem to represent a satisfactory increase over the same period last year.

However, the new arrangement of the *Overseas Trade Statistics*, which has been in operation since January's figures were issued, prevents any meaningful comparison now being made.

Commodities are classified into divisions and sections of the Standard International Trade Classification of the United Nations. Re-exports no longer appear separately and are merged with exports.

Dealing specifically with the section for medicinal and

pharmaceutical products, the "breakdown" by product is now much less comprehensive than before the change and some of the classes would appear to duplicate one another.

For example, there are classes headed: "Glycosides: glands, their extracts;" "Glycosides and their derivatives;" "Sera and vaccines;" "Bacterial products, sera and vaccines;" "Organotherapeutic glands or their extracts," which makes something of a jungle of the statistics.

Admittedly each class has a SITC number, but to understand what they refer to it is necessary to read the new presentation in conjunction with the SITC tables, reference to which was once included, but is now deleted from, the Customs and Excise's *Export List*.

The statistics are more comprehensive than previously in so far as the principal destinations and value of goods shipped to them are ascribed to each of the classes (previously this information was given for the total of the division only).

In addition to the classes mentioned above is one entitled "Medicaments." In the first quarter the value of exports for that class was £25.3m. Such a large class surely calls for a further split without having recourse to the Statistical Department of the Board of Trade and, of course, making further payment for the information.

No doubt the changes have been brought about to harmonise with international statistics, but is it really so necessary to slavishly copy them in detail when the end result is something which is worse than that it replaces?

Criticism attenuated

Our complaint last week of the Drug Safety Committee's failure to write to pharmacists about the recent oral contraceptives study was, in the event, not completely justified. The fact of the additional distribution did not emerge at the Secretary of State's Press conference, and the pharmaceutical Press had already been denied access to the letter for publication in the same week as the medical Press. We are pleased to retract this part of our criticism and welcome the recognition of the profession as another step in the right direction.

Nevertheless, the content of the Committee's letter was no basis upon which to make a professional and scientific judgment. Was it really impossible for the pharmacist to be given, if not the full paper, at least an extract through the medium of his professional papers? Surely the Committee's full statement which accompanied the *British Medical Journal* paper could not have been regarded as copyright. It contained much information that would have been of use to pharmacists, such as the names of the products giving rise to "discrepancies" in the research findings.

We wonder, also, about the criteria taken into account when it is decided to inform or not to inform. It appears that the letter to doctors from the Department's Chief Medical Officer on L-dopa (last week p 636) fell into the "not" category. Do we take it that the doctor cannot be relied upon to read his professional journals, or does the supply of drugs not concern the pharmacist?

PROFIT PROSPECTS IN AFTER-SHAVES

by A. F. L. Deeson MA PhD DSc

Last year the *Sunday Times* postulated a total £6½ million market for after-shave lotions at retail prices. Nielsen's put it at just over £2 million for chemists only. Even allowing for the fact that 30 per cent of sales might be to outlets other than chemists such a discrepancy makes a vast difference to the individual chemist.

If the market is only £2 million you may feel you are getting your fair share. If it's really £6½ million perhaps you could be doing a lot better. What are the facts?

As such there aren't any. Two leading manufacturers — and one of these is Shulton — estimate it at £5-6 million; two as between £4-5 million; four at £3 million. Because Shulton, as undisputed brand leader, have constantly to defend their position and because they really created the market for after-shave in this country, I would be inclined to accept their estimates, especially as the second manufacturer who agrees with them is Gillette, who undertook exceptionally thorough market research before launching "Spruce."

But there is one complication. Virtually every other manufacturer gives Shulton 50-60 per cent of the total market, but Shulton themselves believe they have only 43 per cent. Could it be that Shulton are over-estimating the market and under-estimating their share?

If this is accepted and it is remembered that the Nielsen figure excludes Boots and department stores and other outlets (and it seems generally accepted that the Nielsen figure is too low anyway) £4½ million might be a reasonable estimate. But on the evidence it's impossible to make more than an informed guess.

Growth rate

Three facts, however, are certain:

Growth rate per annum for after-shave lotions is marginal — 2 per cent seems to be a realistic figure. So if you are going to sell more, it's going to be by your own efforts rather than climbing on a ready-made bandwagon. On the other hand it is estimated that only about 50 per cent of men in the United Kingdom currently use after-shave so there is room for more sales, especially as probably only half the users use it every day at the present time. Current usage is highest in the 16-24 age group.

A very large percentage of after-shave, variously estimated at between 40 per cent and 70 per cent is sold during the three months before Christmas, making problems for manufacturers and retailers alike.

On the other hand, more cheerfully, the chemist's arch-enemy, the supermarket, just isn't in this field and is never likely to be in the foreseeable future. This is a chemists' market, first and foremost, and there is no reason at all to believe that the main competitors, the departmental stores, will increase their present shares.

Probably more after-shave is sold to women to give for presents than to men direct. Some manufacturers believe as much as 75 per cent. Couple this with the seasonal demand and there must be a considerable element of impulse buying, a good deal of purchasing "to see what it's like," inspired by the attractiveness of the pack. All of which adds up to the perpetual nightmare of the harassed chemist — would displays pay off, if only you can find the space for them?

Who chooses?

Some manufacturers, especially in the higher price ranges, are trying to create greater male independence in what Gwen Nuttall of the *Sunday Times* described as "this ostensibly masculine world which in reality is shaped almost entirely by women." "You choose your own cigars, so choose Balafre for yourself," suggests Lancome or, as Felden puts it, "It's not fair to leave such things to the fair sex." As an interesting side issue some after-shaves, notably Tabac and Brut, are believed to be quite widely used by women themselves as colognes.

For the small market — and whichever figures are accepted this is a small market — there is a good deal of fragmentation. Many manufacturers have already withdrawn, including Unilever (Atkinsons); Beecham (Mark Vardy); Colgate (007) and Philips. Scott and Turner (Twelve Bore). More than one of these were looking for sales through the supermarkets and these never really materialised.

Male conservatism and the savage increases in purchase tax were often contributory factors to manufacturers' decisions to withdraw and also account for the slow growth rate of the market. Undoubtedly it is a difficult market — luxury, male cosmetic, and at the top it's basically the sale of expensive perfumes. As one manufacturer put it to me, after all the research has been done, however thoroughly, the decision to launch a new after-shave is strictly entrepreneurial — flair and instinct are very important.

Who are the brand leaders today? Shulton's range undoubtedly enjoys the premier position and they have held this for years. Others of importance are Cedar-

wood (Goya); Spruce (Gillette); Cussons (Imperial Leather); Yardley; Perrot (Tabac); Lenthéric (Onyx); Faberge (Brut); Max Factor (Factor for Men and Royal Regiment); Marcel Rochas (Moustache and Monsieur Rochas); Golden Ltd (Mennen Dry Lime and Mennen Dry Moss). Avon also hold a significant percentage — probably about 15 per cent.

The above list is not arranged in any special order and it would be misleading to try to do so. Apart from any other considerations, the price range is immense. Some are selling into the prosperous section of the market only and overall their market shares are negligible. But they may still be worth stocking for higher profit margins if you are in the right position to attract more discriminating customers.


Manufacturers' marketing policies for different price ranges may also differ quite considerably. For example "Factor for Men" is marketed across the board and consumer offers are built-in. Basically the sales platform is "value for money." But "Royal Regiment" from the same manufacturer has a limited distribution. For this product Max Factor try to choose their outlets in terms of suitable positions and the likely support — and they deliberately build up an aura of exclusivity around the product. Faberge and Marcel Rochas are also selective in their choice of outlets.

Manufacturers' support for after shave lotions is relatively solid, with few gimmicks, and concentrates on the product itself. Reduced price offers are generally not felt to be compatible with a product which is still something of a luxury. As one manufacturer puts it: "You can't sell a dream at a cut price — and basically men buy after-shave because they fancy it will make them more attractive." This is the sort of thinking that has been accepted for the cosmetic market for years and is now being extended to after-shave preparations.

Market study

In this field immense attention is given to packaging and all launches are preceded by intensive market research. The Gillette programme which came before the introduction of "Spruce" is a case in point. The standards of presentation are very high and are another argument for making sure your customers can see what you have to offer.

The volume of manufacturers' advertising for after-shave preparations is not high. Shulton spend the most — around £140,000 a year and this expenditure probably represents 40 per cent of the total. Unlike their competitors, who concentrate on pre-Christmas sales, they spread their advertising throughout the year. They are the only manufacturer to use television consistently, although Gillette used it to introduce "Spruce" and Cussons are currently using television for the first time to introduce



their new packaging for the Imperial Leather range of toiletries, including after shave. In June Cussons will also introduce a completely new range of toiletries, simply called "Leather."

which will include an after-shave. This launch would have come much sooner but it took the manufacturers two years to attain the desired standards of packaging—another example of the importance which manufacturers rightly give to this factor in the sale of after-shave preparations. Promotion in the glossy magazines will be "heavy" and it pays to take advantage of splurges of this sort.

The nature of the product and the high quality of packaging are certainly two good reasons for emphasising displays. Another is that most manufacturers are very willing to give support in this direction. Perrot (Tabac), Faberge (Brut) and Goya (Cedarwood) all spend heavily in this direction. Shulton always have a wide selection of after-shave display material and offer lavish prizes, such as safari holidays in East Africa, for the best windows. They report that these competitions are very well supported by chemists and help to build us a good relationship. Perrot will send their own people to install and maintain window displays.

The dividend

Summing up then, window and shop displays for after-shave preparations may well pay a higher dividend than for other toiletries and full advantage should be taken of support offered. The other important point is to get your product mix right. Every chemist in the country can sell the main-stays of this market at popular prices but there may be a bigger market than you think in your locality for higher priced units. The man who will not buy a shaving aerosol at 5s because he can get a stick for 1s 8d may still lash out on an expensive after-shave. He con-

siders it a luxury and expects to pay accordingly.





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NEW PRODUCTS AND PACKS

Baby products

Savlon babycream

CI Pharmaceuticals Division have introduced a new baby cream under the name Savlon babycream, for sale by chemists only. Savlon babycream, specially formulated to prevent and treat nappy rash, may be ordered from wholesalers. Pack: 50-g tube (4s), display boxes hold one doz tubes. (Imperial Chemical Industries Ltd, pharmaceutical division, Alderley Park, Macclesfield, Ches.)

Diarrhoea mixture

Woodward's have introduced a diarrhoea mixture in a 135-cc bottle, cartoned to reflect the Woodward's brand image (3s 11d). The product is being advertised in women's magazines, mother and baby publications, and the nursing Press. Display material is available. (Sanitas Group Sales Ltd, pharmaceutical division, 43 Clapham Road, London SW 9.)

New Trufood breakfast

A new variety, grilled bacon breakfast, is being added by Trufood to their junior foods range (1s 3d). The food is made from grilled unsmoked bacon mixed with sliced potatoes, beans and onions in tomato sauce. (Trufood Creameries, Wrenbury, Nantwich, Ches.)

Cosmetics and toiletries

Sea Jade bath products

Four new bath products have been added to the Yardley range, incorporating their Sea Jade fragrance. To complement the alc and soap come Sea Jade bath foam, enough for 8-9 baths (11s 6d); Sea Jade mini sea-horse soaps, guest soap in box of three (5s 7d); Sea Jade bath salts tablets (5s 11d) and Sea Jade dusting powder in presentation box with large puff. (Yardley of London Ltd, 33 Old Bond Street, London W 1.)

Scandinavian herbal bath

A new luxury herbal bath additive, "taken from an ancient Scandinavian mountain recipe," has been introduced by Nicholas Products. The ingredients of Norsebad



are designed to make the bath water feel soft, to refresh and invigorate the skin, and to leave the body smelling sweet and clean—without the use of soap.

Six herbal essences are incorporated: thyme, fennel, lavender, elder, chamomile and hops. Norsebad colours the bath water fiord-green, has a piney tang and produces a gentle foam. Packs are a one-bath sachet (2s), five-bath bottle (8s 3d) and ten-bath bottle (16s). (Nicholas Products Ltd, 225 Bath Road, Slough, Bucks.)

Pond's and Cutex extend ranges

Additions to the Pond's and Cutex ranges are announced by Chesebrough-Pond's.

Pond's light moisturiser is formulated to give invisible protection against parched skin, and can be worn day or night. Non-oily in texture, it is said to be an effective defence against moisture loss and to provide compensation for the decrease of natural oils that accompanies normal skin ageing. Intensive Press advertising runs until September. Packs are medium jar (5s 6d) and small jar (2s 8d). A sample size (1s) will be sold for a period.

Cutex Glossies are four "wet look" colours in lipsticks and matching nail polishes (both 7s). The colours are Slippery Scarlet, Slippery Saffron (coral pink), Slippery Sorrel (brown-pink) and Slippery Cyclamen (cyclamen pink). A counter unit incorporating a lipstick tester is available, and again intensive Press advertising is booked, running until August. (Chesebrough-Pond's Ltd, Victoria Road, London NW 10.)



Sundries

Mansize hankies

Kimberly-Clark have launched new "mansize" paper handkerchiefs. At one-foot-square the three-ply embossed handkerchiefs are being marketed under the Kleenex for Men brand, for some years the biggest selling facial tissue in this country.

The new handkerchiefs, almost twice as big, and twice as absorbent as ordinary paper ones, are the first new product to come off the temporary production lines at Prudhoe, Northumberland, where Kimberly-Clark are building a £10m paper tissue plant.

The packs have an eye-catching surface design with strong Kleenex for Men tissue associations, in red, grey and black. The launch is supported by merchandising material.

In addition to single packs the product will be supplied to the trade in triple packs for faster turnover, easier handling and reduced pilferage. (Kimberly-Clark Ltd, Larkfield, Maidstone, Kent.)

Photographic

Fuji still colour films

Fuji colour photographic film is now being marketed in the United Kingdom by Hanimex Ltd in a major drive on the £14 m still film consumer market (1969 sales estimate). The move is part of a worldwide sales drive by the Fuji Photo Film Company of Tokyo.

In their initial drive on Continental European markets, Fuji claim to have gained significant market shares at the expense of established competitors. Hanimex are aiming for a long term target of a 10 per cent share of the UK market.

The products to be marketed are: (negative films) Fujicolor NK100 126/12 car-

tridge (9s 9d) and 126/20 cartridge (12s), Fujicolor N100 135/20 cassette (10s 11d), 135/36 cassette (15s 3d), and Fujicolor N100 120 roll film (9s 2d); (reversal) Fujichrome RK100 126/20 cartridge (£1 1s 8d), Fujichrome R100 135/20 cassette (£1 1s 8d), and 135/36 cassette (£1 11s). All reversal films are process paid.

New Fuji film is rated at 100 ASA enabling photographs to be taken in poorer light than normal with popular cameras, or quicker action photos to be taken with more expensive cameras. Fujichrome colour transparencies will be processed in London by the Fuji Processing Laboratory. the negative film can be processed through any local processor. Negative film is processed by the same method as Kodacolor.

Although few details are available Hanimex are claiming to offer better trade margins than their competitors and the introduction is being supported by "considerable" consumer press advertising and display material for distributors. (Hanimex (UK) Ltd, 15 Great Dover Street, London SE 1.)

PRESCRIPTION SPECIALITIES

ALUDROX tablets (new improved)

Manufacturer John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Maidenhead, Berks

Description Each tablet contains 750 mg aluminium hydroxide sucrose stable mixture (containing 375 mg Al(OH)₃)

Indications Control of hyperacidity in peptic ulceration, dyspepsia and of gastric distress caused by drugs

Contraindications Patients with a restricted phosphorus intake

Dosage Two tablets half an hour after meals and on retiring. The tablets should be chewed before swallowing

Notes The tablets contain 250 mg of sucrose and this should be taken into account in the diets of diabetic patients

Packs Boxes of 60 (4s 2d trade 5s 6d retail) and 500 (24s trade, 32s retail)

Issued May 1970

VENTOLIN tablets

Manufacturer Allen & Hanburys Ltd, London E 2

Description Pink tablets, coded AH/1K, each containing 2 mg of salbutamol as the sulphate

Indications Bronchial asthma of all types, chronic bronchitis and emphysema

Dosage One or two tablets 3 or 4 times a day. Children 3-6 years half to one tablet; 6-12 years one tablet; over 12 years, adult dose

Precautions Care should be exercised in patients suffering from hypertension, myocardial insufficiency or thyrotoxicosis. As a rule, should not be prescribed with propranolol

Side effects Fine tremor of skeletal muscle in some patients

Packs Securitainers of 100 (trade price 16s 7d) and 500 (73s)

Supply restrictions Recommended treat as S4B

Issued May 1970

TRADE NEWS

NPUM to market

Actifresh for independents

NPU Marketing has secured the distribution rights for independent pharmacy for an 8 oz Actifresh aerosol. It will be distributed by their 34 wholesale depots throughout the United Kingdom.

Actifresh is a bacteriostat and fungistat which prevents the formation of body odours and is already being successfully applied by manufacturers to many branded items of shoes, clothing and bedding, etc. The aerosol form will retail at 8s 9d and is intended to be used for clothing such as shirts, blouses and suits. It is also effective for feet, shoes and socks. Actifresh is expected to prove a boon to people who have active jobs, sportsmen and women and those who work in hot atmospheres.

Twelve aerosols and three can crowners will be packed in a carton with six packs per outer.

The launch to NPU members is backed by advertising in the *Daily Mirror*, *My Weekly*, *Woman* and *Readers' Digest* during June, July and August. Posters will appear on 120 selected sites on London's underground. Actifresh is the registered trade mark of British Sanitized Ltd. (NPU Marketing Ltd, Mallinson House, 321 Chase Road, London N 14.)

New look for men's range

For the first time, Imperial Leather men's preparations are to be cartoned. This is to make them more practical and attractive for display, and to give them that "touch of luxury" necessary in today's environment of toiletries selling.

Both cartons and containers are designed in a uniform style, striped in red, white and black with a gold crest. (Cussons Sons & Co Ltd, Kersal Vale, Manchester 7.)

Titling services end

From May 31 Kodak Ltd are to discontinue the range of standard and de-luxe titling services for super 8, double 8-mm and 16-mm films. Other services such as duplicate films from double 8-mm Kodachrome and Ektachrome films, the movie film joining service for double 8-mm, super 8 and 16-mm films and the supply of reels and cans will continue to be available.

Ilosone distribution change

Eli Lilly & Co Ltd and Dista Products Ltd announce jointly that from May 2 the supply of all products in the Ilosone range will be handled by Dista and all future inquiries should be addressed to Dista Products Ltd, Speke, Liverpool L24 9LN.

Formulation and price are unchanged and wholesalers will continue to supply Ilosone bearing the Lilly label until stocks are exhausted, when packs bearing the Dista label will be supplied.

However, all packs of Pulvules Ilosone 125 mg are being deleted from the range when wholesalers' stocks bearing the Lilly label are exhausted.

Ilotycin erythromycin base is not being transferred and will continue to be available from Eli Lilly & Co Ltd, Basingstoke, Hants.

Eye drops in new pack

Brolene eye drops will shortly be available in a newly-designed 10-ml polythene dropper bottle. The drops will comply with the BPC monograph for eye drops. List price of the new presentation is 3s 6d. (May and Baker Ltd, Dagenham, Essex, RM10 7XS.)

Chemicals brochures

Two new brochures by Ward Blenkinsop & Co Ltd list the fine and pharmaceutical chemicals and industrial chemicals, manufactured at their works near Widnes, Lancs. Copies may be obtained from the company at Fulton House, Empire Way, Wembley, Middlesex.

Vaccine discontinued

Beecham Research Laboratories announce that manufacture of Flugon influenza virus vaccine has been discontinued. No further supplies are available. (Beecham Research Laboratories, Great West Road, Brentford, Middlesex.)

Formula changes

Parke, Davis announce that Abidec capsules are now being supplied with 4,000 units of vitamin A and 400 units of vitamin D per capsule. Geriplex Kapseals now have a strength of 4,000 units of vitamin A. Both changes are to conform with Department of Health recommendations. (Parke, Davis & Co, Staines Road, Hounslow, Middlesex.)

Information wanted. The Editor would appreciate information on the following: Fumigating pastilles (cones) Cert tablets

Bonus offers

Bayer Products Co, Winthrop House, Surbiton, Surrey. Panadeine Co. Packs of 24 invoiced as 22, packs of 36 invoiced as 30. Until June 30.

Earex Ltd, Tulketh Street, Southport, Lancs. One Earex swim plugs or Earex dust and noise protectors free with every 12 Earex drops ordered through wholesaler (until May 30).

Radiol Chemicals Ltd, Stepfield, Witham, Essex. Radian B. Extra 10 per cent spring discount on orders of £7 10s and upwards. Parcels of £5 excluding purchase tax qualify for 7½ per cent discount.

Sanitas Group Sales Ltd, pharmaceutical division, 43 Clapham Road, London SW 9. Woodward's diarrhoea mixture. Initial bonus of 12 invoiced as 11.

Ask your Chemist for Carresin says the Nurse

But will he have it? *asks Dr Crowther*

With fourteen letters in the morning post all saying "My chemist has no Carresin" Sales Director Ken Rivers was feeling desperate. Every chemist in the country has been told about Carresin — every wholesaler given details. Nurses and Health Visitors are giving the new mother excellent working samples and telling them to "get it from your Chemist".



* He carefully chose an antique Dutch flintlock made by Leonard Graeff and having silver mounted ivory stocks, terminating in a silver helmet.

Carresin is a "chemists only" line — and here is the only sales channel blocked. In despair Ken reached for his gun* "Stop Ken!" we cried. "Tell the chemists once more about Carresin". Looking the pharmaceutical profession keenly in the eye Ken said "We don't want you to order a couple of gross of Carresin—but please put three bottles on your shelves from the wholesaler!"

New mothers WANT Carresin for use at nappy change—to control bowel bacteria on the skin (those which cause gastro-enteritis) to prevent nappy rash, to remove bowel soil. Don't you feel that you owe it to your customers—the new mothers—to have Carresin when they ask for it?



By Appointment to Her Majesty the Queen
Manufacturers of Dairy Cleansers
Hadleigh-Crowther Limited
Caversham Laboratories, Reading RG4 0AG

PROMOTIONS

Support for leading deodorants

One in four deodorants sold in the UK is a Beecham deodorant, claims the company in announcing more promotional support for their range. Body Mist accounts for 14 per cent of all deodorant sales in chemists, and is brand leader in the total aerosol and spray deodorant market, while Cool Charm is said to be the only growing roll-on in the market. Both brands will be supported intensively on both television and in the Press from May, continuing over the summer period. (Beecham toiletry division, Beecham House, Brentford, Middlesex.)

Zero panties get £160,000 launch

The national sales campaign for Zero disposable rayon panties (last week p 655) will be supported in the first five months by a £160,000 launch featuring colour television and Press advertising and a promotion with *Woman*.

This initial campaign is eight times the total industry expenditure for 1969. Television advertising starts on May 18 with five 30-second spots a week for five weeks in London, Midlands, Lancashire and Southern areas. Press advertising, breaking on June 6, runs through the summer with colour pages in *Woman*, *Honey*, *19*, *She* and *Annabel*.

In the biggest sampling operation ever undertaken for a disposable product, all 2,500,000 readers of the June 6 issue of *Woman* will receive a free pair of Zero disposable rayon panties. *Woman* will be promoting the offer with Press and TV advertising. (Reckitt & Colman Products Ltd, Danson Lane, Hull HU8 7DS)

Badedas display units

New display units have been introduced for Badedas. For the five-bath tube a vivid, multi-coloured balloon design makes an eye-catching headboard for a counter unit, the "basket" being sized to hold 13 packs. The unit measures 14 in high by 7 in wide by 5 in deep.

The second dispenser, for use where there is restricted counter space, is a self-service wall fitment aimed to encourage impulse purchases. It holds 13 single-bath introductory tubes and measures 17 in high by 4 in wide by 1 in deep. Available until May 24 from the sales force. Both packs contain 13 tubes charged as 12. (Cussons Sons & Co Ltd, Kersal Vale, Manchester 7.)

Ilford FP 4 Challenge Cup

Following the success of the first Ilford FP 4 challenge cup competition in 1969, Ilford Ltd are repeating the event this year. There will be two sections, one for amateur photographers not connected with the trade and the other for photo-dealers and their staff.

Competitors must submit photographs taken on FP 4 film since October 1969, which will be judged on their "picture appeal."

Top prize in both sections is the FP 4

challenge cup, together with a Clarkson's "Majorca Sunshine Holiday" for two, and an FP 4 challenge cup personal shield. Twenty runners-up in the "amateur" section receive an FP 4 plaque and £10 voucher that can be exchanged for Ilford FP 4 film. Twenty "pro" runners-up receive an engraved FP 4 plaque together with a "Paper Mate" gold-finish pen and pencil set.

Consumer offers

□ A series of limited-period offers on Old Spice are to go on sale at the end of May. With Old Spice lime after shave lotion a free lime smooth shave (15s 10d). Old Spice antiperspirant aerosol introductory offer of 2s off recommended price. Old Spice hair cream, 1s 4d off recommended price of tubes. Old Spice smooth shave, special offer economy pack of 284 g (9s 6d). Display packs available for all offers. (Shulton (GB) Ltd, 100 Brompton Road, London SW 3.)

□ Special 285-cc pack of Yardley Sea Jade hand cream to sell at 7s 11d (normal pack is 150 cc for 7s). Counter unit holding six available. (Yardley of London Ltd, 33 Old Bond Street, London W1X 4AP.)



A new counter unit for Q-Tips and Vaseline is being made available exclusively to pharmacists. In blue and white, it emphasises the baby care use of both products. (Chesebrough-Pond's Ltd, Victoria Road, London NW 10)

ON TV NEXT WEEK

Ln = London; M = Midlands; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Body Mist: All areas

Breck shampoo: All except E

Cool Charm: All areas

Disprin: Ln, M, Lc, WW, NE, A, We, CI

Heinz infant foods: All areas

Iron Jelloids: Ln, M, NE

Macleans: All except U, We, CI

Phyllosan: WW

Radox: All except U

Rennies: Ln, Y, Sc, WW, NE, A, We, B

Steradent: All except M, Sc, So, G, E

Target: Ln, WW, So, We

Vosene: All except E

COMING EVENTS

Sunday May 10

Border Region, Pharmaceutical Society, Red Lion Hotel, Chester-le-Street, at 11 am. Regional conference. Speakers, Mr A. Howell (president, Pharmaceutical Society) on "Matters of current pharmaceutical import, including health centres" and Dr J. R. Donaldson (medical officer of health for Tees-side) on "Health centres, with reference to the pharmaceutical service."

The Royal Society of Health. Study tour to Amsterdam, Holland.

Monday May 11

Birmingham Branch, Pharmaceutical Society, Berrow Court Hotel, Edgbaston, at 8 pm. Annual meeting.

Enfield Chemists' Association, Postgraduate Medical Centre, Chase Farm Hospital, at 7.45 pm. Annual meeting and members' night.

Romford Branch, Pharmaceutical Society, Macarthy's, Chesham Close, Romford, at 7.45 pm. Mr W. B. Reid on "Brazil—the country and the practice of pharmacy."

Tuesday May 12

Cardiff Branch, National Pharmaceutical Union, Park Hotel, Cardiff, at 7.45 pm. Annual meeting.

The Galen Group, Croydon and surrounding districts, Friends' Meeting House, Park Lane, Croydon, at 8 pm. Mr Stanley Thomas (member, Junior Magic Circle) on "Magic" with tricks.

Dudley Stourbridge Branch, Pharmaceutical Society, Stourbridge Institute, at 8 pm. Annual meeting.

Leeds Branch, Pharmaceutical Society, Great Northern Hotel, Leeds, at 8 pm. Annual meeting.

South-east Metropolitan Branch, Pharmaceutical Society, Medical Centre, Lewisham Hospital, Lewisham High Street, London, SE 13, at 8 pm. Annual meeting.

Wednesday May 13

Swansea and West Glamorgan Branch, Pharmaceutical Society, Dragon Hotel, Swansea, at 7.45 pm. Annual meeting.

Thursday May 14

Birmingham Branch, National Pharmaceutical Union, Chamber of Commerce, Harborne Road, Birmingham, at 7.45 pm. Annual meeting.

Blackpool Branch, Pharmaceutical Society, Imperial Hotel, Blackpool, at 7.45 pm. Annual meeting.

Durham County Branch, Pharmaceutical Society, Red Lion Hotel, Chester-le-Street, at 7.30 pm. Buffet dance.

The Royal Society, 6 Carlton House Terrace, London SW 1, at 4.30 pm. Mr D. H. R. Barton, on "Some approaches to the synthesis of tetracycline" (the Bakerian Lecture).

East Anglia Section, Society for Analytical Chemistry, Huntingdon research centre, Alconbury, Hunts, at 11 am. Meeting on "Pharmaceutical analysis and related applications."

Saturday May 16

Franco-British Pharmaceutical Commission, Imperial Hotel, Llandudno, at 9.30 am. Seventeenth congress (until May 18).

Sunday May 17

Square Association, Middleton House, Enfield. Garden party. First coach leaves Brunswick Square at 10.15 am.



25% extra profit for you

THREE FREE PACKS OF TRAMIL WITH EVERY DOZEN YOU BUY

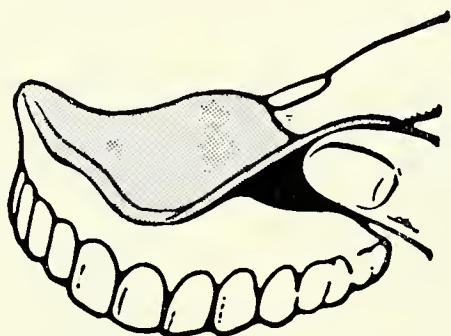
Recommend Tramil to your customers for the prevention of holiday sickness and diarrhoea. And now ICC are offering you fifteen packs to the dozen—right up until the end of May! That means every time you sell your three free packs, you keep *all* the cash. So put your Tramil display where your customers can see it. After all, one fifth of it belongs to you!

Order from your wholesaler or ICC salesman at 27/7 (best terms), retail price 52/6. Your profit, 24/11—47%!

Offer closes May 31st. Order today.

Profit on a plate!

with Snug
Denture Cushions



12 for the price of 11 (April/May only)
That's more profit on Snug
than ever before.

Bet you've never displayed Snug on
your counter. Try it and surprise
yourself. The handy six unit pack
is a real space-saver.

Snug Denture Cushions are unique. That
means customers come back
for more and more.

The advertising campaign's got
teeth in it too with continuous
pressure in all the big daily
and Sunday newspapers.

SNUG

TRADE MARK

DENTURE CUSHIONS

Distributed by **Fulford Williams**
proprietors of Doan's Pills, and other fine
medicinal and toiletry products.

MARKET NEWS

Trading depressed but prices remain firm

London, May 6: Trading in all sectors of the market was subdued during the week, nevertheless prices were mostly held firm because of a tight supply position obtaining in many instances.

New cascara peel was offered for the first time this season at 390s cwt. cif for September-October shipment. As there are no stocks of old peel on the spot it means that the market will be bare until almost the end of the year. Balsam Peru was dearer by a few pence per lb but hydrastis and witch hazel leaves were easier. West African kola nuts came on offer again from origin after an absence of several weeks. Ginger remained scarce on the spot but the forward position is promising with most origins now offering. Styra was not available.

In essential oils there was a substantial reduction of 6s kg in the shipment price of lemon-grass. Other oil prices were repeated.

Among pharmaceutical chemicals, exceptionally brucine is easier. Dearer are magnesium sulphate (by 50s metric ton), thiamine hydrochloride and mononitrate (by 18s and 11s kg respectively), pilocarpine (by £10 kg) and sulphacetamide (by 18s 6d kg). Iodides were marginally increased by one major supplier.

Pharmaceutical chemicals

Adrenaline: (Per g). Synthetic 1-kg lots, 1s 2d; 500 g 1s 4d acid tartrate, 1 kg 10½d; 500 g 1s.
Aluminium chloride: Pure 6s 5d per kg in 50-kg kegs.
Ammonium acetate: Kegs (50 kg) BPC 1949 7s 3d kg; solution (200 kg drums) strong, 2s 3½d kg.
Ammonium bicarbonate: (per lb in 1-ton lots) BP powder 9d. carbonate lump 1s 3d; powder 1s.
Ammonium chloride: 50-kg pure 2s 5½d kg.
Bemegride: BPC £16 kg.
Benzamine lactate: 500-kg lots, 1,023s per kg.
Brucine: Alkaloid 12s 6d; sulphate 10s in 1-oz lots. Lower rates for larger quantities.
Dienoestrol: 5-kilo lots 1s 3d kg.
Emetine hydrochloride: £450 kg;—bismuth iodide £212 10s.
Ephedrine: (25-kg per kg) Alkaloid 229s 3d; hydrochloride 178s; sulphate 183s 9d.
Ergometrine maleate: (Per g) 5g 144s; 10g 138s.
Homatropine: (500-g) Alkaloid 1,182s kg, hydrobromide 935s; hydrochloride 1,106s; methyl bromide 973s; sulphate 1,145s.
Hydrogen peroxide: 27.5 per cent £113 3s; 35 per cent £135 16s per 1000-kg in 50-kg containers.

Hydroquinone: 1-cwt lots 10s per lb; 1-ton 8s 6d.

Iodides: (Per kg); **Potassium** 28s 7d for 250-kg lots; **Sodium** 37s 7d (50-kg) (powder 27s 9d); **sodium** (25 kg) 37s 3d.

Iodine: Crude 24s 2d kg; 50-kg re-sublimed 40s kg.

Iodoform: (per kg) powder, 50 kg 67s 6d; crystals, 6s 6d more.

Magnesium hydroxide: BPC, £466 13s ton.

Magnesium oxide: BP (per ton): light £513 7s; heavy £793 6s 8d.

Magnesium peroxide: (15 per cent) 438s 8d cwt.

Magnesium phosphate: 50-kg lots: Tribasic, BPC 1949 10s 4d kg in sacks; dihydrogen 9s kg.

Magnesium sulphate: BP crystals from £26 10s to £30 per 1000 kg; exsiccated £50 ton, ex works.

Magnesium trisilicate: 1-ton £448.

Phenazone: 1-cwt lots 9s 6d per lb.

Pilocarpine: 1-kg lots hydrochloride £78 19s; nitrate £77 17s.

Sulphacetamide: 50-kg lots of sodium 59s 6d kg.

Thiamine: Hydrochloride and mononitrate, 132s kg; 50-kg 130s kg; 25-kg 128s.

Zinc carbonate: BPC 25-kg sacks 5s 2d kg.

Zinc chloride: BPC 1959 sticks 23s 4d per kg, granular £125 metric ton.

Zinc peroxide: 1-cwt lots of BP 1953, 5s 3d per lb.

Zinc sulphate: monohydrate £58 metric ton; heptahydrate £35.

Crude drugs

Balsam Peru: Firmer at 15s 9d lb spot; 15s 3d, cif.

Buchu: Shipment 37s lb, cif.; afloat 34s, cif.

Camphor: BP powder 37s 6d kg spot; 30s, cif.

Cardamoms: Alleppy greens 38s lb, cif; Guatemalan 47s 6d duty paid. Tanzanian 25s 3d, cif. Prime seed 52s, cif.

Cascara: Spot nominal, Sept-Oct shipment 390s cwt, cif.

Hydrastis: Spot 30s 6d lb; 29s 6d, cif.

Kola nuts: Jamaican 1s 4d lb spot; West African 11d cif afloat; 9½d, cif.

Ginger: (cwt) Jamaican No 3, 1160s, cif; African 625s spot, 610s, cif; Nigerian peeled 575s, cif; split 350s, cif, 375s spot.

Menthol: (lb) Chinese 60s spot; 59s, cif; Brazilian 36s spot; 35s 6d cif.

Pepper: Sarawak white 3d 6d lb spot; 3s 4½d, cif; black 3s spot; 2s 6½d, cif.

Seeds: (Per cwt) **Anise:** Star, 140s, Spanish green 255s duty paid. **Caraway:** Dutch 165s. **Celery:** new crop July-August 395s, cif. **Coriander:** Moroccan 92s 6d spot; shipment 80s cif. **Cumin:** Chinese 165s; Iranian 165s, both duty paid. **Dill:** Chinese 125s duty paid; **Fennel:** Chinese 115s (50-kg). **Fenugreek:** 70s duty paid, shipment 57s 6d, cif. **Mustard:** English: English 50s-90s as to quality.

Styrax: Nominal spot and forward.

Witch hazel leaves: Spot 4s 10d lb; 4s 9d, cif.

TRADE MARKS

Applications advertised before registration

'Trade Marks Journal' April 22. No. 4782

Crème Absolue de Lancôme, B929,701, by Lancôme SA, Paris, France. For non-medicated toilet preparations, cosmetic preparations; soaps, preparations for the hair and dentifrices, all being creams; and cream perfumes (3)

Bewotex, 935,764, by Tanneco Chemicals Inc, New York, USA. For soap for industrial purposes (3)

Water Sprite, 939,844, by Beecham Group Ltd, Brentford, Middlesex. **Quartz**, 941,623, by Les Parfums de Molyneux, Neuilly-sur-Seine, France.

Troubadour, 942,221, by Troubadour Fashion House Ltd, London SW 3. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3)

Sea Urchin, 944,351, by Pfizer Ltd, Sandwich, Kent. For perfumes, eau de Cologne, cosmetic preparations, dentifrices, non-medicated toilet preparations, toilet articles, soaps and essential oils (3)

Elida 1-2-3, 945,928, by Unilever Ltd, Wirral, Ches. For soaps, perfumes, non-medicated toilet preparations, cosmetics, essential oils, preparations for the hair, dentifrices (3)

Yo-Ho, 946,455, by Boots Pure Drug Co Ltd, Nottingham. For non-medicated toilet preparations, perfumes, soaps, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, preparations for the hair, sachets for use in waving the hair, shampoos and essential oils (3)

Strassenburgh, 945,145-46, by Pennsalt Corporation, Philadelphia, Pennsylvania, USA. For cosmetics, non-medicated toilet preparations, soaps, perfumes, depilatory preparations, preparations for the hair and dentifrices (3) and for pharmaceutical, medical, veterinary and sanitary preparations and substances (5)

Zany-Zee, 937,477-78, by Studio Cosmetics Ltd, Havant, Hants. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3) and for deodorants (5)

Luminante, 939,679-80, **Tuyara**, 939,697-98, by British American Tobacco Co Ltd, London SW 1. For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, sachets for use in waving the hair, shampoos, soaps and essential oils (3) and for deodorants, medicated creams and medicated lotions (5)

Pendipan, **Leocortol**, 928,661-62, by Løvens Kemiske Fabriks Handels AS, Ballerup, Denmark. For pharmaceutical preparations and substances for human and veterinary use (5)

Minalka, 930,882, by V. Berthelsen Industrial Commercial Co A/S, Hellerup, Denmark. For pharmaceutical preparations containing mineral salts; dietetic foods and dietetic beverages; preparations of vitamins and of vitamins and minerals (5)

Bactrian, B932,956, by J. M. Loveridge Ltd, Southampton, Hants. For antiseptic creams (5)

Lammbi, 935,767, by Mo Och Domsjö AB, Örnsköldsvik, Sweden. For sanitary towels, sanitary tampons and diaper pads, all made of cellulose tissue (5)

Planova, B936,658, by G. D. Searle & Co, Skokie, Illinois, USA. For contraceptive preparations for female use (5)

Cooper's Supamix, 939,457, by Cooper McDougall & Robertson Ltd, Berkhamsted, Herts. For sheep dips and cattle dips (5)

Bermuda Breeze, B939,797, by Pfizer Ltd, Sandwich, Kent. For sanitary preparations and substances; disinfectants, air fresheners, deodorants and anti-perspirants (5)

Dexcafe, 939,957, by Philip Farrington, Offerton, Stockport, Ches. For pharmaceutical preparations and substances, all in tablet, pill or capsule form, and all being coffee flavoured (5)

Levius, B940,181, by Societa Farmaceutici Italia, Milan, Italy. For chemical products for hygienical use; pharmaceutical and veterinary preparations (5)

Intacrom, 940,187, by Fisons Pharmaceuticals Ltd,

Loughborough, Leics. For pharmaceutical, veterinary and sanitary substances; infants' and invalids' food; bandaging material; dental preparations; disinfectants (5)

Astolact, 940,615, by Astra-Ewos AB, Södertälje, Sweden. For pharmaceutical preparations for veterinary use containing milk or milk derivatives for the treatment of gastro-intestinal disorders; prophylactic preparations for use as additives to animal foodstuffs (5)

Duvaxyn, 940,696, by NV Philips-Duphar, Amsterdam, Netherlands. For veterinary products and preparations, all in the form of vaccines (5)

Reccol, 941,233, **Sivro**, 941,237, by Reckitt & Sons Ltd, Hull, Yorks. For pharmaceutical, veterinary and sanitary substances; disinfectants, deodorants and insecticides, all for sale in the United Kingdom otherwise than for export, but not excluding goods for export to the Irish Republic (5)

Immobilon, B941,239, by Reckitt & Colman (Overseas) Ltd, Hull, Yorks. For drugs for immobilising animals, all for export except to the Irish Republic and the Channel Isles (5)

Otaswab, B941,296, by Morda Ltd, London N 11. For impregnated swabs for sterilising and disinfecting hearing-aid earpieces (5)

Sandomigrin, 941,525, by Sandoz Products Ltd, Horsforth, Leeds. For medicinal preparations for prophylactic use in the treatment of migraine attacks and headaches of vascular origin (5)

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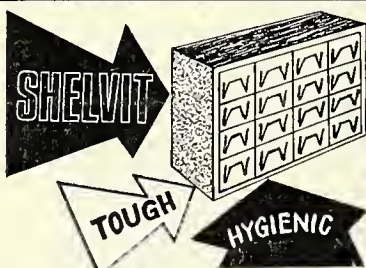
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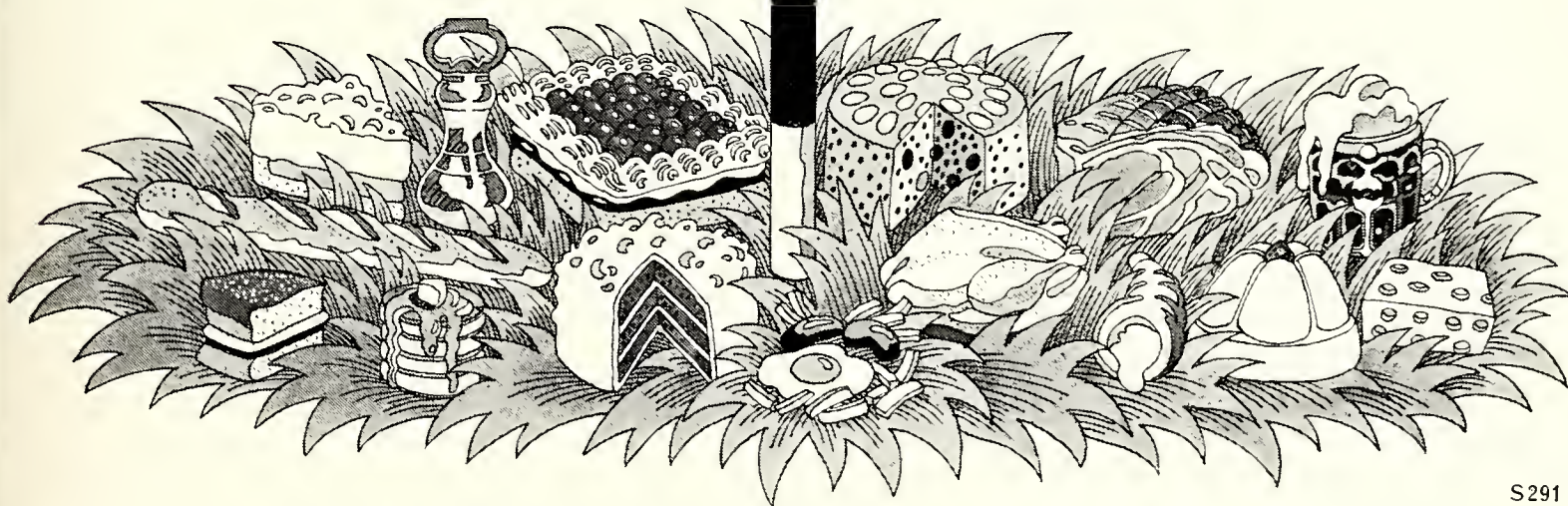


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Shopfitting and Display

Supplement to Chemist & Druggist May 9, 1970



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Remploy-Lundia Softwood Shelving is now available in Metric sizes. Existing users may, however, continue to receive Imperial size shelves (but not uprights) until June 1970.



JUBILEE YEAR 1970

Remploy



For further details of Lundia shelving please contact Mr. A. Henri, REMPLOY LIMITED (Shelving Division), 415 Edgware Road, Cricklewood, London, N.W.2. Telephone: 01-452 8020

London Showroom: 22 Bruton Street, Berkeley Square, W.1. Tel: 01-629 4881/2. And at Birmingham, Bristol, Cardiff, Glasgow and Oldham

Shopfitting and Display

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Method on the move

"We are now actually *attracting* customers for the first time." Those were the words, spoken by Mr G. Burr, managing director of E. A. A. Ringer Ltd, Southall, that we used to introduce a recent *C&D* feature entitled "Pharmacy refits repay" (January 31, page 128).

The message behind them serves as an excellent starting point for this review of some of the latest developments in shopfitting and display.

In that earlier feature we told how the 50-year-old Ringer shop in the Market Place had been completely re-styled, and counted Mr Burr's verdict on the results of the operation:

"People are now coming in whom we've never seen before, and our regular customers are telling us: 'It's worth coming down to your shop now'."

Certainly, a complete refit is outside the means of many—particularly under present circumstances—but the object of this supplement is to give a broad indication of what can be done in the way of improvements on many different scales, ranging from the complete "facelift," through "instant shopfronts," shelving and free-standing units, down to merchandise display itself.

But first, it will be helpful to take a look at the way in which shopfitting ideas have been moving, both in general and, more specifically, as they relate to pharmacies.

The trend towards flexibility, apparent for some years now, has accelerated in the last 12 months — the refinements in the Eustace & Partners "E Plan" and the newly-introduced Storeplan system devised

by J. M. Shopfitters are excellent examples of how that principle is being further developed.

Lightweight, interchangeable units that are readily adapted to a multitude of specialist purposes are proving a boon to those who see the possibilities of stepping-up business through exploiting variety in their merchandising — a strong card in the hand of the independent pharmacist.

Coupled with the idea of interchangeability, recent months have seen a marked increase in the popularity of "stand merchandising."

The advantages of this type of presentation are particularly marked when one is dealing with a small selling area that has to cope with a very wide range of products. No one knows this problem better than the retail pharmacist.

Perhaps the first thing to commend itself about "stand merchandising" in small premises is the mobility of the units themselves. Lightweight structures, they are easily re-positioned to give varying stress to selected product promotions. And, of course, they allow for a good deal of experiment in shop layout in order to achieve the best positional balance.

The second principle recommendation is the amount of merchandise display area the stands provide in relation to the floor space they occupy. For example, eight linear feet of display can be provided by a stand taking up an area little greater than 2 sq ft.

A number of product suppliers make their own stands available to retail stockists — Johnson & Johnson, Trimster and William Freeman are among examples that have recently been noted in the *C&D*.

Self-selection is always a thorny problem for the pharmacist, and most are inclined, wisely, to err on the side of caution. But here, again, the leading shopfitters are increasingly geared to cope with the special considerations the pharmacist has to weigh.

Evidence of this is in "custom built" services that have been introduced recently (some of them are described in detail in this supplement). What happens under these schemes is that when the shopfitter is contacted by the retailer wishing to modernise, instead of submitting a selection of pre-designed schemes, a representative calls and thoroughly discusses the particular problems of the client before a plan is evolved. In this way, the pharmacist would be able, say, to decide on an area for self-selection in immediate view from the dispensary hatch.

Moving to the outside of the premises, the same theme of flexibility is being exploited: lightweight fascia units that can be installed with a minimum of time and labour, interchangeable window bases and backs, even whole, prefabricated shopfronts are now becoming available.

If anyone still clings to the outmoded idea that shopfitters are principally concerned with "making pretty pictures" or producing the effects that *they* want to produce, regardless of the hard, practical

needs of the business they are serving, he will be quickly disabused by a study of the products and services currently being offered.

Throughout, the emphasis is on shop layout without frills and with the interests of the retailer and *his* customer put before any other consideration.

It may well be that 1970 will be remembered as the year when shopfitting really "came of age" as an integral part of retail merchandising.

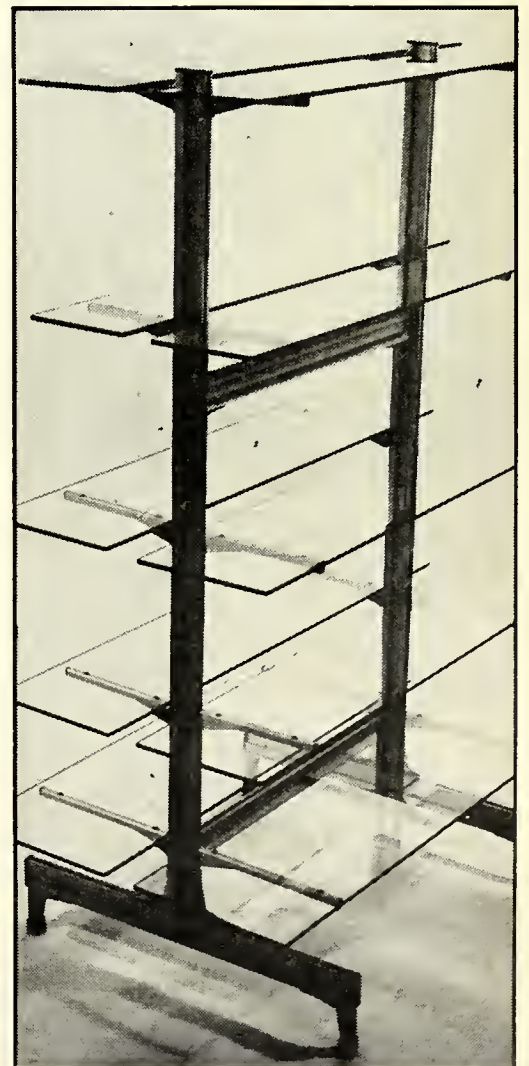
A flexible gondola

The Selflok gondola system attracted considerable interest from chemists at the recent Shopshow exhibition, say the distributors, Curtis & Baker (Concessionaires) Ltd, Godstone, Surrey. The model shown on this page is a typical unit designed to carry 10 shelves up to 4 ft long, these can be supplied varying in width between 6½ in and 10½ in.

Dimensions are: height, 4 ft 5 in; length, 2 ft; width, 2 ft. Weight, excluding glass, is 9 lb.

Gondolas are supplied to customers' own specifications, the variation in size, shape and carrying capacity being virtually unlimited, say the suppliers.

The units are available in partly-assembled kit form in silver, gold, bronze and black anodised finishes.



Flexibility in a small pharmacy



How recent developments in flexible shop-fitting schemes can solve problems in small pharmacies is well exemplified in the work that has just been completed at the premises of S. J. French, 302 Lower Addiscombe Road, Croydon, Surrey.

The sales area of the premises is little more than 25 ft deep, by 20 ft wide at the broadest point. The premises themselves are by no means modern and the shape not an easy one to tackle — a chimney breast had to be removed before the actual fitting could begin — but the finished result has produced clean lines and a remarkable amount of merchandise-display area in the limited space that could be made available.

The system used is the E-Plan of Eustace & Partners Ltd, London, W 3, and the result, based on a combination of variable units, could serve as a copy-book example of space exploitation.

The whole job has been carried out with a series of five-foot modules along the perimeter walls — all of them variants on a single structure and each one capable of modification to the requirements of an individual customer. The pictures on this page give an indication of the permutations that are possible.

Apart from the wall fittings, there are two free-standing units — one for self-selection display, the other a counter — which are also, themselves, combinations of smaller basic units. The keyword is very much flexibility.

On entering the shop, the free-standing unit with its range of self-selection merchandise, slightly to the left of the door, is the first thing to take the eye.

Along the left-hand wall are ranged toiletries, cosmetics, health foods, photographic goods and (nearest the dispensary at the rear) "ethicals."

Inside the door to the right is a 10-foot run of shelving housing a display of baby foods and allied goods, followed by a good selection of men's toiletries.

At that point the wall turns in at a right-angle for some six feet. That frontage has been utilised for a show of hair-care and dental-care products.

The remainder of the right-hand wall, running back to the dispensary, is occupied by comfortably-upholstered seating for those waiting for prescriptions.

One of the important features of the restyling has been the provision of a hatchway from the dispensary giving a clear view of the whole sales area. From it, the pharmacist has an immediate view of the counter unit and, just beyond that, the free-standing unit already mentioned.

A door immediately adjacent to the hatch and opening beside the "waiting area", provides easy communication between the two sections of the pharmacy.

Top: The left-hand wall of the refitted pharmacy. A "shadow box" with two glass sliding doors provides a focal point for display. The counter unit is seen on the right

Centre: A wide range of quick-sale goods are shown on the sloping-top self-selection unit in the foreground

Bottom: Baby goods, dental care and hair care products are prominent along the right-hand wall

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Largest pharmaceutical shopfitters in Britain

To provide their retail branches with the most efficient tools to do a job of selling is the aim of the shopfitting department of Boots Pure Drug Co Ltd, the largest comprehensive shopfitting unit in Great Britain and possibly in Europe.

Covering 4½ acres and sited in Nottingham, the activities of the unit have changed during the last decade, reflecting the new retailing techniques and the growth of the organisation. The depart-

ment was originally known as Boots Business Systems and was formed not only to cope with the company's retail shops but also to provide fittings and fixtures under contract, for banks, libraries and insurance companies. In those days fittings were made to last, each being made individually and costs reflected accordingly.

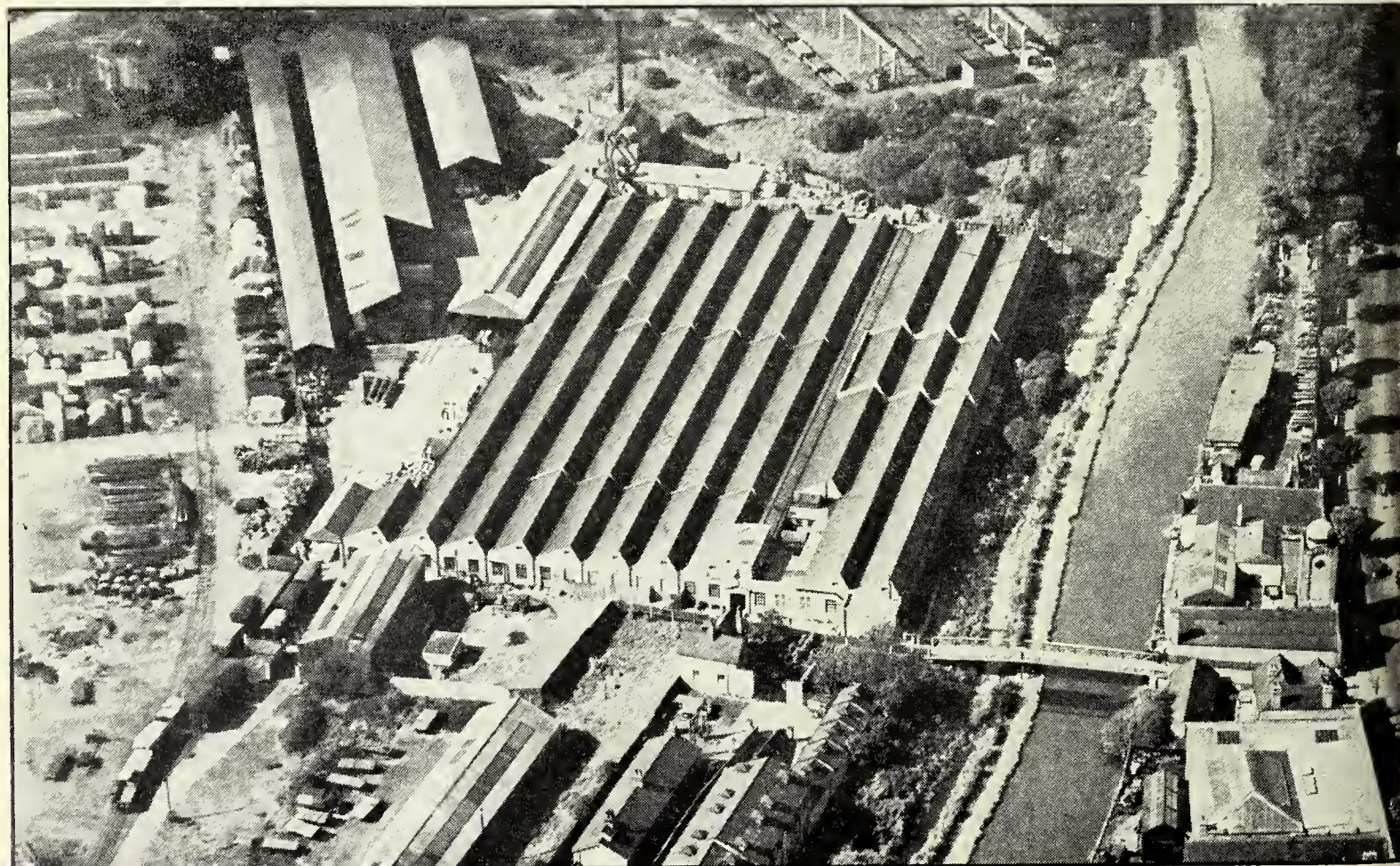
In 1962, the department under the present manager, Mr Roy Martin, adopted standard modules, and a knock-down sys-

tem based on a 2 ft 6 in unit was devised and what has been described as a "restricted multiplicity of interchangeable parts" built up. The change meant a new approach was necessary within the shopfitting unit. French polishing was "out" and fittings were designed and built on engineering principles, repetitive processes being carried out to limited tolerances.

Drawers — often as many as 1,000 per day, are made and assembled and despatched from the present department, yet many do not meet the "space" to which they are destined until minutes before use. Therefore, the necessary tolerances to achieve such demands must be strictly adhered to.

A constant feed-back of experience from branches and head office committees leads often to the building of prototypes, but normal production almost entirely consists of a series of standard free-standing and wall fittings, dispensary units, cupboards for Dangerous Drugs, poisons and

An aerial view of Boots Shopfitting Works, Nottingham



Design on plastic laminate used for Boots shopfitting

staff clothing, panelling and display cases and shop fronts. Dispensing aids, such as label holders, waste paper bins, formulary holders, have been "looked at" and, so far as possible, units designed to take advantage of repetition process techniques.

The new retailing outlooks have changed the life cycle of fittings and fixtures and there has been a constant lookout for items that will enhance retailing performance.

The department has a kiln drying unit for reducing timber moisture content and there are other sections devoted to timber stores, wood machining, joinery, together with a number of ancillary sections concerned with sign-writing, glass cutting and grinding, engineering, plating and packing case manufacture.

When the decision is made to fit or refit a branch, a draughtsman visits the site, takes the relevant measurements and returns to the office to prepare the necessary drawings — one of which trans-

lates the architect's design onto a large scale plan. The draughtsman is also responsible for preparing a list of requirements of the standard units and also the special units or fixtures that may have to be ordered.

The requisition forms are passed to the various departments for completion and the workshop foremen are responsible for ensuring that delivery times are achieved.

An important section of the work is the making of aluminium doors and window frames. The company has a series of standard sizes "on hand" but where necessary special fronts are built-up using aluminium extensions designed by the company.

The packing case department produces a variety of cases — in soft- and plywood and is also responsible for the manufacture of pallets, a number of which are being prepared for the new warehouse unit now being completed.

Altogether there are 350 employees in

the department ready to meet orders that can vary from a staff noticeboard to the equipping of one of the latest Boots stores type of operation. Storage of fittings and fixtures and raw materials is quite a complex problem. The unit orders aluminium ticket strips in seven ton lots. The main sizes of screws are requisitioned 300 gross at a time every three or four months.

Nails are ordered "by the ton". Similar weights of glass are handled and the whole unit yields 20 tons of sawdust and wood chippings per month! Much smaller quantities are involved in a plating unit where they can deposit cadmium, copper, nickel or silver as required.

A feature of the shopfitting organisation is the encouragement that is given to apprentices and learners to progress through day release classes. Mr Martin is a keen believer in the necessity to plan for the future. It seems to be but one aspect of the continuous forward thinking encouraged within the organisation.

Part of the shopfitting department



Fitting doors to a poison cupboard



Re-styling in character

What do you do after taking over a pharmacy that you believe has real potential, but is at the present time operating on a more-or-less static turnover, is furnished with out-dated fittings and a "make-do" dispensary?

That problem faced Mr Douglas Skeeles MPS, who already operates three pharmacies, when he recently acquired T. Buxton & Co Ltd, 77 Queens Road, Bristol — a business that was established in 1845.

Mr Skeeles' answer was: "Complete modernisation."

Buxton's (the name has been retained) had, in addition to the features already mentioned, certain others — it was one of the best-known French perfumery and cosmetic houses in the West Country, and was also unusual in having a large homeopathic dispensing department.

Those factors were borne in mind and in collaboration with Mr Ken Long, the National Pharmaceutical Union pharmacy planning executive, Fyne Storefitters, Mimram Road, Hertford, were called in.

The section of the shop dealing with perfumery and cosmetics was completely re-designed and new ideas in presentation, lighting and selling put forward. A large

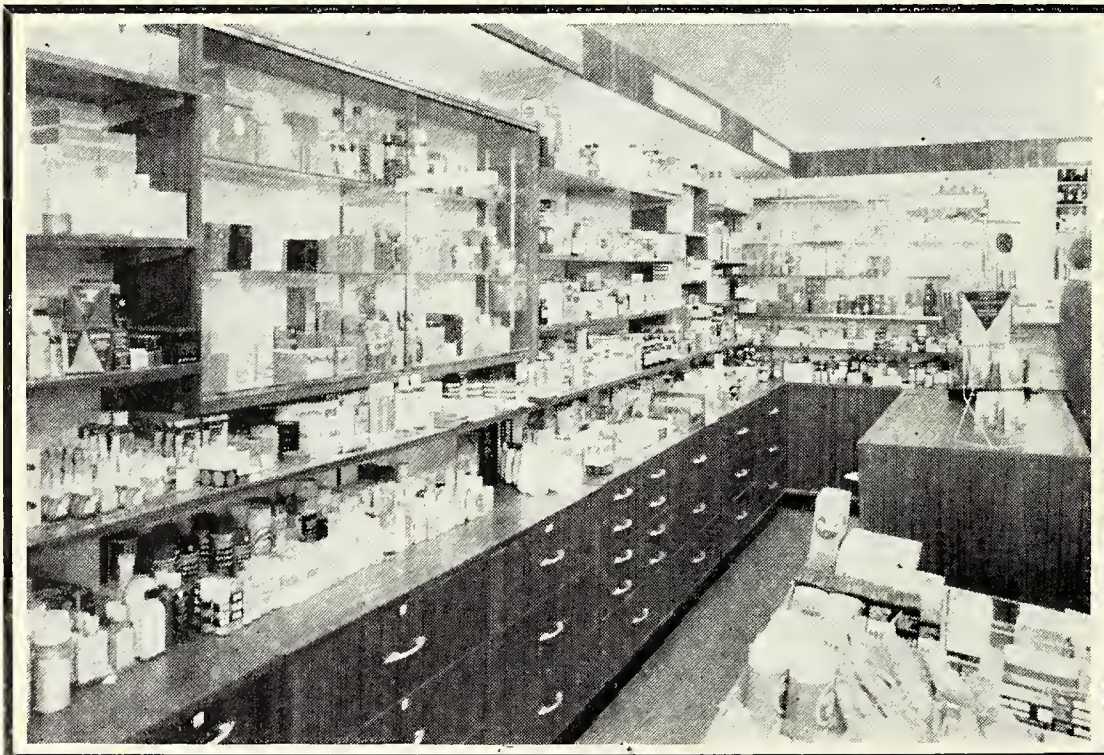
increase in sales has already proved the excellence of the new layout from the customer sales angle, says Mr Skeeles.

The whole of the shopfitting was carried out in sapele mahogany to retain the atmosphere of the business, and much of

the original decor of carboys, shop rounds, etc has been retained in the modernisation.

The dispensary has been completely modernised for ease and quickness of operation incorporating the latest Fyne-store tablets storage units.

An exercise in modernisation while retaining character: our picture illustrates the blending of new and old at Buxtons of Bristol



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Second helping

When J. & P. Head decided, some four years ago to modernise their pharmacy at Forest Row, Sussex, they called in Counterpoint (Store Equipment) Ltd. When they recently opened a second shop at Uckfield, it seemed natural to Mr Head to turn again to the same quarter.

The Uckfield premises were built as two units, although they have always been occupied as one with a connecting arch in the division. It was formerly a furniture store, but has now been transformed into a fine new pharmacy.

The old shopfront has been retained because it is in excellent condition and being fully glazed, provides a full view into the pharmacy sales area. The floor, which is carpeted a deep blue, has also been left unaltered, and Mr Head says that the carpet is proving a very practical flooring.

The solid dispensary counter, part of the previous furnishing, is situated at the rear of the right hand section and accommodates the cash till and a selection of "impulse" merchandise displayed in manufacturers' dispensers. Behind is the dis-



pensary itself and the pharmacy office. Attention is drawn to this area by a suspended illuminated sign reading "Prescriptions."

On the rear wall, behind the counter, are two Counterpoint wall units, one of which contains a see-through serving hatch into the dispensary. Otherwise, the units are fitted, with shelving above displaying medicines and sapele-fronted stock drawer units below.

The run of units along the right-hand wall of this section displays toiletries and is fitted with sapele mahogany fronted stock drawers, low level open stock shelving, open display shelving and glass display cabinets. In the centre of the pharmacy is a double-sided gondola run stocked with less expensive toiletries, shampoos, toothpastes and soaps.

In the left-hand section of the pharmacy,

Centre: the dispensary counter and central gondola unit. A hatch from the dispensary is cut into the back panel

Counterpoint wall units have been positioned along three walls and in the centre of the sales area is another double-sided gondola. All the units have open shelving and have wide-base display shelves for bulky merchandise.

The units along the rear wall carry surgical sundries. Along the right-hand wall are baby foods, slimming foods and a selection of miscellaneous goods such as bibs, nappies and pants. There are many young families in the district, and Mr Head has installed this extensive display to cater for their needs.

The right-hand wall and double-sided central gondola display tissues and a wide variety of household goods.

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Refits really start outside

The value of a re-styled shop interior in terms of profit-growth is nowadays accepted by all but the most die-hard retailers. Few would argue that they can trade efficiently and with shelving and other equipment that is 20 or 30 years old.

It is surprising, therefore, that the same logical acceptance that modernisation pays for itself, does not extend to the shopfront.

There are, of course, a variety of reasons that come easily to hand to justify this state of affairs. It is argued that a lot of people tend to consider their shopfront as a permanent fixture and structurally part of the building; they have become accustomed to its inadequacies and accept them as they accept other limiting factors of the structure inside the shop. Other reasons such as costs, the degree of disturbance, are more frequently submitted to justify postponing the investment, to themselves and others.

Shopfitters themselves will admit some responsibility for this state of affairs, for quite frequently shopfront schemes submitted have embodied many desirable architectural features but have been lacking in one feature which would have the most appeal to the retail pharmacist, i.e. reasonable cost.

Is it therefore possible to embody good design and reasonable cost in a shopfront?—the answer is "yes" in exactly the same way as the shelving manufacturers have been successful in emphasising to the public the goods rather than the shelves, a well designed shopfront is to be looked through—not at.

This is the starting point that has been adopted by Unit Shopfronts Ltd, Perivale, Middlesex. Their studies have enabled them to produce a comprehensive price list for over 600 shopfront designs in 78 different sizes. An example of this company's costing system is shown below, based upon replacing a shopfront size 16 ft x 9 ft:

Their "D" range shopfront constructed in hardwood and aluminium with centre door and perspex transom sign has an ex-works cost complete with plate glass of £445.

Plus delivery and installation charges £77 makes a total £522.

Optional extras include: (1) Removal of existing shopfront £15; (2) Illumination to sign panel £30; (3) Fabricated completely in aluminium £20.

So the total cost for this type of shopfront delivered and installed complete can be as low as £522 or complete with all possible extras for a total of £587. Mr C. Varley, managing director of Unit Shopfronts, confirmed to the *C&D* that his company installs over 300 shopfronts each



year at an average cost of under £600 each.

Having established an average cost price for a shopfront, we can now look in detail at the advantages that would accrue from such an investment. If your existing shopfront has, say, a recessed lobby, the average depth of the unit would be about 3ft. With a flush front 16ft wide you would gain an immediate 48 sq ft of shop area—which may not of itself seem significant until compared to the true total of your present shop area, allocated to customer circulation.

If for example in your present arrangement you have counters and shelves both sides of the shop to a depth of 30ft, the total area allocated to customers would work out at less than 200 sq ft, so an increase of 48 sq ft provides in real terms a

25 per cent gain in selling space.

It is unnecessary to go to the same depth in examining the numerous advantages gained from removing the older style window enclosures, window beds and so on. By far the main advantage to be looked for is the new shopfront's effect on turnover.

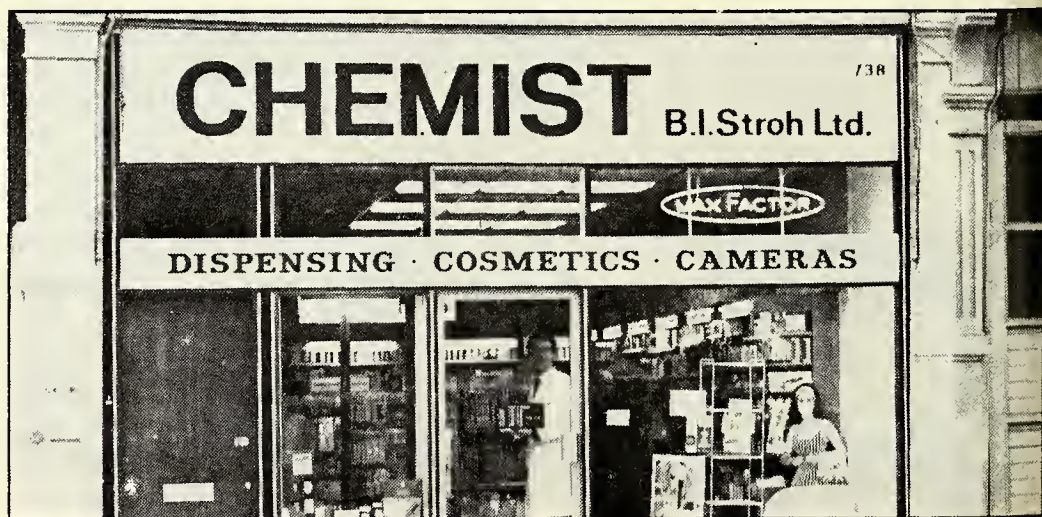
On this point the soundness of the improvement stands or falls, yet the calculation is surprisingly simple. As an example, if your present weekly takings are £400 and your gross profit margin 25 per cent, this would yield a total gross profit of £100 per week to meet all salaries, overheads and expenses and to show a net profit of say £2,000 per year.

If we assume the turnover only goes up by no more than 10 per cent—that is a total of £40 additional business per week, and 25 per cent gross profit adds a further £10 per week to your gross profit. But that's not quite right, because you are not paying any more rent, rates or taxes and for such a small increase your other overheads won't have gone up either, therefore the £10 a week is not a gross profit increase but a net profit increase.

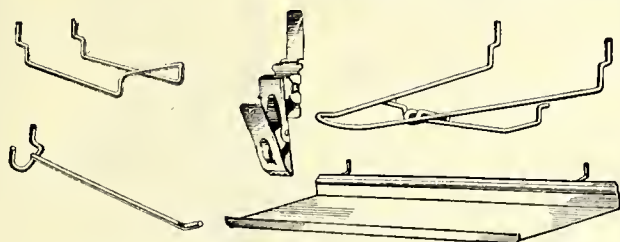
On paper that looks a very good argument for a new shopfront, but will shopfitters want to be paid at the rate of £10 per week? Returning to Unit Shopfronts, they have a scheme that allows payment for a new shopfront to be spread over a period of up to 36 months. As a sign of confidence in the increased takings that result from a new shopfront installation they say they are prepared to finance any sum, provided the repayments would be covered by gross profit margin on a 10 per cent increase in takings.

If, therefore, the example shopfront mentioned above were to be supplied on finance terms, the total cost would be £522. That would require a deposit of £122, and the balance, financed over 36 months including all charges, would work out to a cost of £3 7s. per week. Under these circumstances with average takings of £400 per week, an increase in takings of only 4 per cent would cover the total repayments.

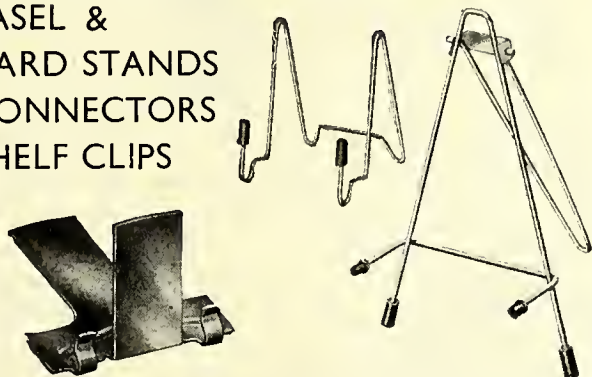
Shopfronts are for looking through—and can also give help with providing additional space. Our "before and after" pictures of the pharmacy of B. I. Stroh Ltd, 738 Holloway Road, London N19, give an indication of the space-gain and increase in visual "accessibility" of the premises following the recent installation of a Unit Shopfront



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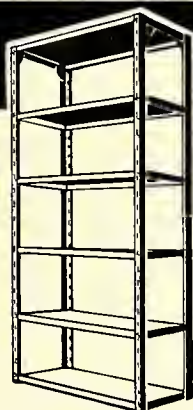


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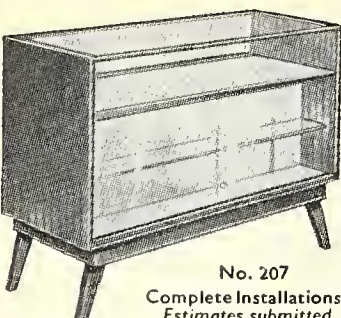
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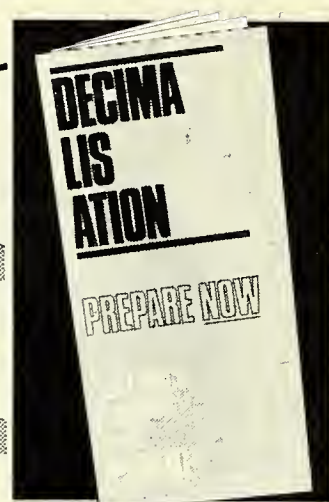
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'Total look' shop planning

Storeplan Ltd is a newly formed subsidiary of JM Shopfitters (East Anglia) Ltd, London Road, Leigh-on-Sea, Essex.

After many years of experience the Storeplan shop unit system — first seen at the recent Shopshow International at Earls Court — has been created with a view to providing a shopfitting system that satisfies all the demands of modern shop planners.

Storeplan aim to offer what they consider to be a unique service embracing the following:

Unit shopfittings which, although mass produced, are easily adaptable to create an individual appearance and also different environments to induce sales in various sections of merchandise.

Permutations of shelves and accessories are designed to sell merchandise most effectively. To achieve this a merchandising service is available and advice is offered in allied fields—layouts, complementary decor, and site assessment.

When modernising a store's image they stress the importance of carrying this image through from the shop fascia to stationery, transport, wrapping material and advertising, and offer a service for this designing.

Salesmaster goes metric

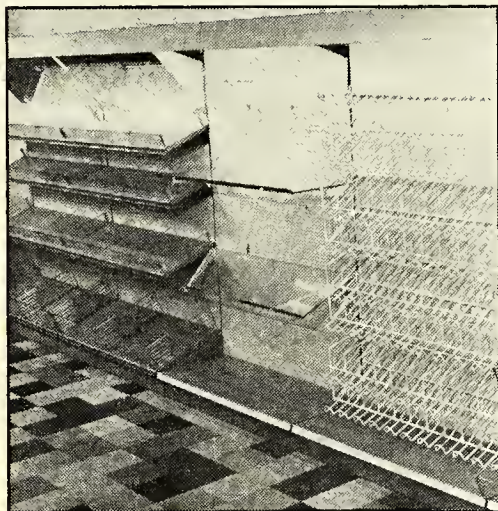
Salesmaster Shopfittings Ltd, Sengate, Dundee, have recently introduced their new "Metric 70" range of unit shopfittings, the main theme of which is the incorporation of four "trendy" colours and white, to supplement their existing range of veneer finishes.

The four colours now available are purple (0-014), tangerine (0-004), olive (4-050) and plum (8-092). These are applied under controlled conditions in order

to give a luxury satin melamine finish.

The basic Salesmaster component—a double-slotted back column with a two-bracket system—remains unchanged except for one or two minor refinements. All units are now available in three standard module lengths, 75 cm, 1 metre and 1.22 metres and two standard heights, 2.006 metres and 2.133 metres. This enables the company's consultants to make best use of floor area without the need for non-standard unit lengths.

New 'Shomore' range



To mark their 150th anniversary, Parnall & Sons Ltd, Gower Street, London WC1, are introducing a new range of units, at prices substantially below those of the ranges previously offered by them.

The new modular merchandising units are being introduced under their trade name of Shomore.

Basically, the new ranges consist of leg-base-type island units, low-base island units with recessed plinth, free-standing leg-base wall units, and free-standing low-base wall shelving with internal and external corner units (optional recessed plinth).

Features of the new range include: interchangeable metal and wooden fittings; alternative heights; interchangeable

shelves between wall and island units; easy variability from horizontal to sloping shelves; attractive striped sapele wood fittings.

Another novel feature is the use of metal peg-board backs with their obvious advantage of strength and durability over the traditional hardboard types.

Parnall have previously described their Shomore products by numbered ranges. With the new introductions no numbers are used, because the combinations and permutations of these units would lead to excessive cataloguing. "Interchangeable" may in fact be described as the key word for the various ranges, say the makers. Variations in heights, lengths and depths, adjustability of angles in shelving and lighting, and flexibility of components ensure a display technique that meets every demand of modern merchandising, they claim.

The units are readily adaptable for all types of retail and wholesale trading and a special feature used on the main structure of the Shomore range is a new acrylic finish which is very tough, with enhanced abrasive resistance making for long life.

Our picture shows some of the features of the new range; interchangeable metal and wooden fittings, alternative heights, easy variability from horizontal to sloping shelves, metal peg-board backs, sloping mirrors, glass trimming and recessed plinth.

Shopfitting service

A new "Top Shop Marketing Service" has just been launched by Dollar-Rae Shopfitters Ltd, Glasgow.

The service, which is offered free to all customers who have contracted to deal with the company, is said to "take the risk out of store planning, and also helps to improve business."

Chief aim of the operation is to advise shopkeepers on how to improve their business, and at the same time cut down on the expense involved in modernisation.

In the average shop there is only about 10 per cent of what is known as "high impact sales area," but Mr George McIlvain, the company's managing director, hopes to change all that. "With skilful planning, this area can be increased from 10 to 60 per cent, avoiding bottlenecks, and turning the largest proportion of the whole shop into selling space," he says.

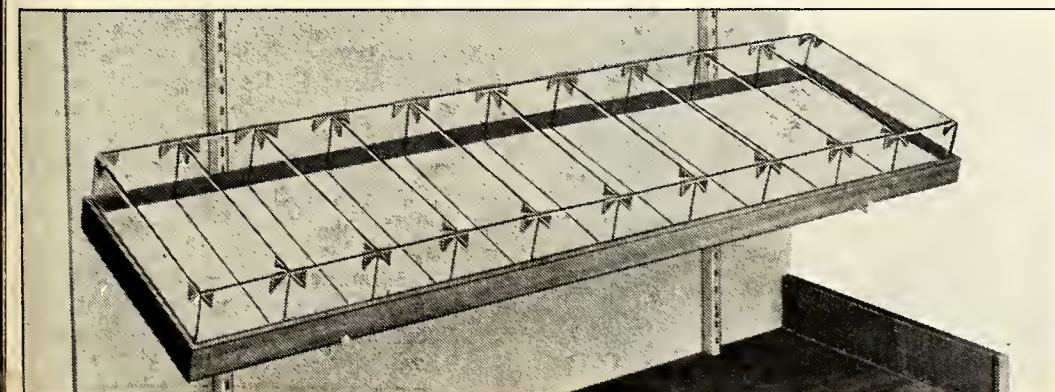
One of the company's representatives visits each contracted store to assess the exact type of job required.

Any lines which are proving unprofitable, and goods which are not being given prominent enough display are noted, and then Dollar-Rae set to work.

The first factor taken into account when planning is the merchandise itself—positioning in relation to customer-floor and so on. Colour schemes and the use of colour as a sales booster are also considered, but the main stress is on the design of the store, which is varied to suit the individual customer.

Adjustable bin-tray shelf unit

S. I. Myers Ltd, 80-84 Old Street, London EC1, have produced this sloping bin-tray with fully-adjustable glass dividers as part of their standard range of adjustable units. It is angled downwards at 15°



Rotary Spacemaker

No-one knows better than the retail pharmacist the problem of limited space in the face of an ever-increasing range of products coming on the market. "Show more—sell more" is a tested adage in retailing, but how to do so is quite another matter.

Even acceptance of the self-selection principle has not solved the problem. There is such a welter of merchandise around these days that, not only is there a shortage of space, but the public cannot readily see the products they want to buy.

These are so tightly packed on traditional fixtures that the effect on the consumer is a mass of static merchandise often resulting in the public seeing so much that they find it difficult to see anything in particular.

To help combat this problem, Sales Achievement Ltd, of Slough, Bucks, are now producing and marketing a patented display unit called Rotary Spacemaker.

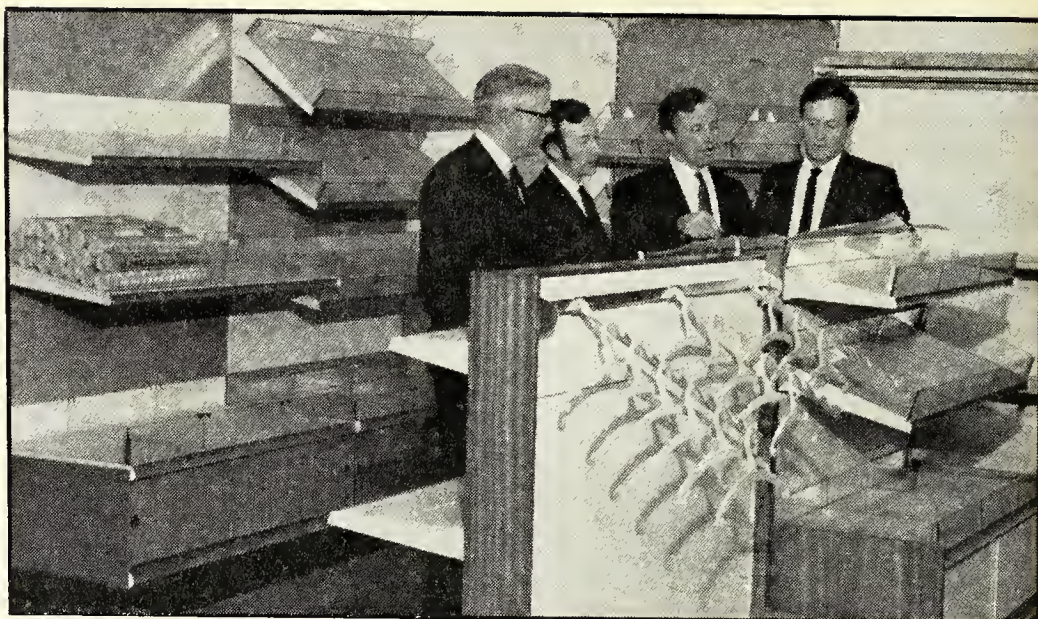
It is a circular gondola 33in in diameter and 63in high which will hold and display up to $\frac{1}{2}$ a ton of products which, say the makers, creates a very strong impact upon consumers. It is claimed that the unit gives approximately three times more exposure than conventional methods with up to 65 feet of linear facings. It also helps to break up rows of static shelving and it is cheaper to buy per linear foot than traditional shelving, say Sales Achievement.

The great benefits claimed for Rotary Spacemaker are that it is rotary and operates on ball bearings, so that it easily turns with one finger even when fully loaded; it is built on castors and, being mobile, can be moved to any part of the shop and is, consequently, suitable to feature a wide range of products including toilet and perfumery products, baby foods, health foods and special promotions.

Readers who want to find out more about Rotary Spacemaker should fill in the coupon on the front cover of this supplement and send it to Sales Achievement Ltd, Oxford Avenue, Slough, Bucks.

The company can show a strong marketing team to back their products. The chairman, Mr Tom Sumner, was formerly sales director of Mars Ltd, for many years and introduced the Mars Self-Serve stand to retailers. His son, Tom junior, managing director, was a marketing executive with the Beecham Group. Sales director, Mr Bert Chapman, was display manager for Chanel and Bourjois, and the managing director of the international company, Mr Peter Timms, came from the Marks & Spencer stable. Later he was United Kingdom managing director of Dula, one of the largest shopfitting companies in Europe.

Also, the general sales manager of the Spacemaker division of the company is Mr Tom Drake, who was formerly chain store sales manager for Cadburys.



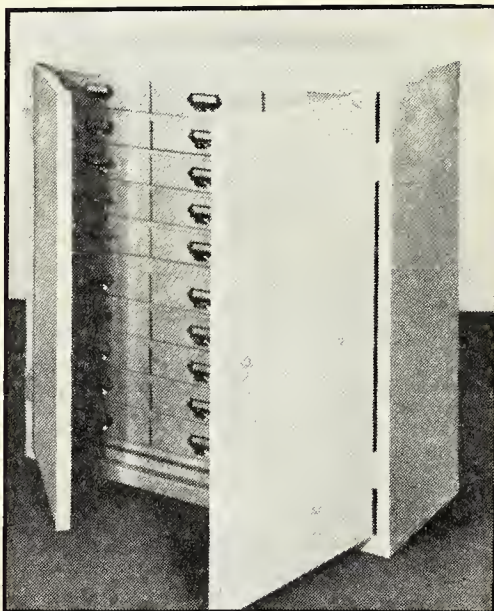
Showrax Ltd, recently opened a large new showroom at their Gravesend factory. It forms part of the new promotional re-organisation following recent factory extensions which have enabled them to double production capacity. Showrax executives seen here in the new showroom are, left to right: Mr H. W. Leech, Mr S. Lovett (sales office manager), D. G. Gibbon (sales manager) and J. H. Whitnall

Security feature

A new series of drawer units, designed to provide a system of storage for any type of small or medium-sized article, has been introduced by The Welconstruct Co Ltd, Camden House, Parade, Birmingham 1.

If necessary, security can be provided by locking double doors or by individual locks on each drawer. All drawers are fitted with chromium plated drawer-pull and cardholder. Finish is stove enamelled grey.

The unit illustrated below is the DU 12/2, fitted with doors and costing £38.



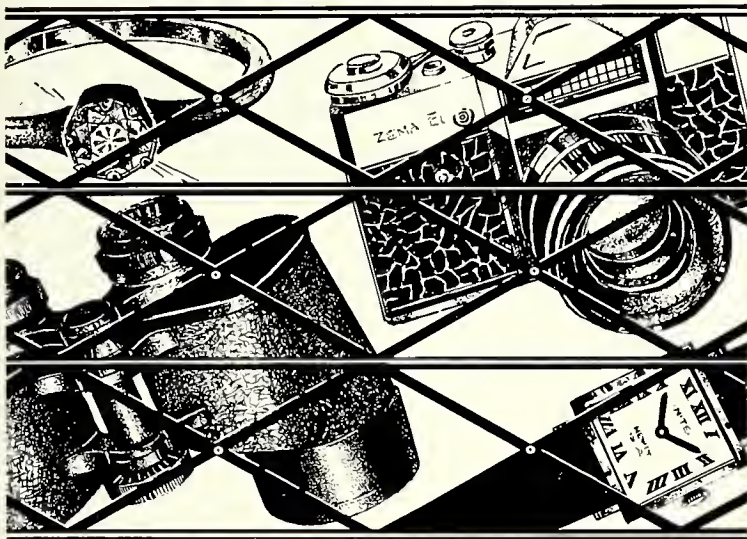
Macdonald & Taylor Ltd, Ashton-under-Lyne, Lancs, have recently introduced a new tablet bottle cabinet of modern design, finished in grey and blue with perspex panels. The cabinet carries the complete range of Co-plastic tablet bottles with double-banking of the four most-used sizes. In addition to the four sizes of closures required for tablet bottles, provision is also made for the two sizes required for metric medicals. The Co-plastic range—for which Macdonald & Taylor are sole UK distributors to pharmacies—is manufactured by Cope Allman International.

Air-conditioning promotion

An all-out campaign to "sell" air-conditioning in shops is being launched by the Electricity Council. Retail pharmacies are named as one of the categories at which the campaign will be specifically aimed.

During the next five months, specially-trained engineers from the Council will visit the selected premises to explain and demonstrate the benefits of air conditioning. It is pointed out that without air-conditioning it is not uncommon for temperatures inside shops to rise above 100°F, with 80 per cent humidity.

SECURITY GRILLES



Pollards Retractable Security Grilles are specially designed for the protection of valuable window displays. Straight or curved, these all-steel grilles are constructed to resist persistent attempts at forced entry, yet have a slim attractive appearance which detracts little from the merchandise on show. Available stove enamelled any colour. *Write for illustrated brochure.*

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